HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JANUARY 7, 1911 NO. 1

E. M. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

"Queen's Head"



Galvanized Iron

Stands the final test—*wear*

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch



Nothing Cheap or Shoddy
about
"T.F." COBBLER SETS

We find it necessary to emphasize this because some sets now being placed on the Canadian market are of very inferior quality. "T.F." hammer heads are polished and handles are wedged in. Ferrules won't work off knives or hafts because they are made of best materials and are carefully fitted. "T. F." Sets are good and heavy and carry our unqualified guarantee.

See you feature these well-known goods!



TAYLOR-FORBES CO., Ltd.

Head Office and Works
GUELPH - ONTARIO

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers' Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

MONARCH COBBLER'S OUTFIT
FOR GENERAL BOOT, SHOE AND HARNESS REPAIRING

Index to Advertisers and Buyers Guide Pages 54-56. Want ads. page 58.

TRADE Gillette MARK
KNOWN THE WORLD OVER

G I L L E T T E ' S T H A N K S

For a Good Year's Business

are due to the hardware dealers of Canada collectively and individually. Please accept this expression of our gratitude to you personally for your active part in making the Canadian sales of Gillettes in 1910 31% larger than in any previous year. We hope your whole business increased in proportion.

Now for 1911! Let's work together to make it a still more profitable year for both of us. We've everything in our favor.

The Gillette itself is better than ever. Daily progress in machine handling of parts and in plating are steadily improving the razor frames. More important still, our analytical laboratory now proves our blade steel from the billet to the rolled sheet. This makes doubly sure our assurance that in the one essential feature of a razor, the shaving edge, the Gillette has a lasting keenness that is absolutely unequalled.

The Canadian market—your market—for a five dollar razor is growing with the country's growth in prosperity and wealth. Last year's business proves this.

We're protecting Gillette prices the same as ever. No competitor in your own town and no catalogue house in the world can undersell you. Your profit is sure.

The Gillette will be advertised this year just as vigorously as ever—perhaps a little more so—for IT PAYS. It makes it easy for you to sell the Gillette, and hard for us to keep up with the demand.

In a word, we stand behind the Gillette, and we stand behind YOU. We try to sell the Gillette FOR YOU as well as to you.

Ihe number of Gillette users—and Gillette boosters—is growing too. That helps.

We want your enthusiastic co-operation, and we want yeur friendly criticisms and suggestions. If we've neglected you or your territory, or if you can suggest a plan for improving the Gillette itself or our way of advertising and helping you sell it, talk it over freely with our representative, or writo me about it. We'll appreciate it.

Yours sincerely,

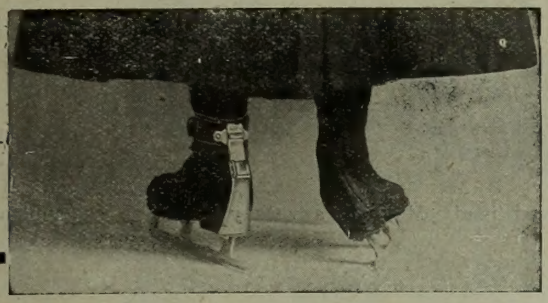
A A Bittles.

Manager.

P.S.—Don't forget about Peterboro.

A RED HOT SELLER!

You can create many more customers for your skates by pointing out that Canada's winter pastime does not mean ankle weakness if the skater is wearing the



"PERFECTION"
Steel Ankle Support

The device is easily fixed, and by means of a hinge and sliding attachment the ankles may bend forward or backward, but never sideways.

Ladies' size is suitable for children.

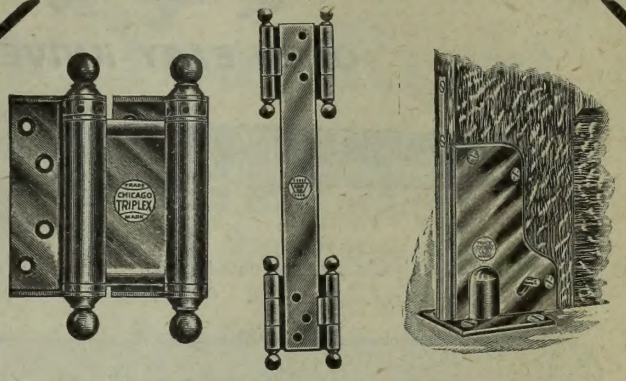
Has proved an immense benefit to the learner as well as to the experienced skater.

Send for prices.

The Owen Sound Steel Press Works

OWEN SOUND, ONT.

CHICAGO SPRING BUTTS



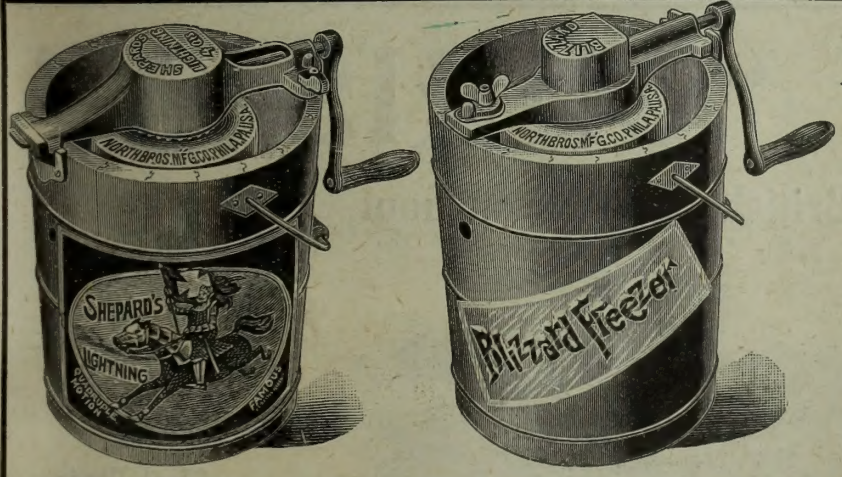
A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — NEW YORK

Send for Catalogue M 26



A Clean Record

of 25 Years'
SATISFACTORY SERVICE
is the History of the

GEM, BLIZZARD and LIGHTNING FREEZERS

They comprise a line of long established standard Freezers, and need no annual introduction to rob you of your time and profit; but are in demand, easily sold and stay sold. They represent the very best that can be put into Freezer construction. They run easily, freeze quickly and economically and produce highly satisfactory results.



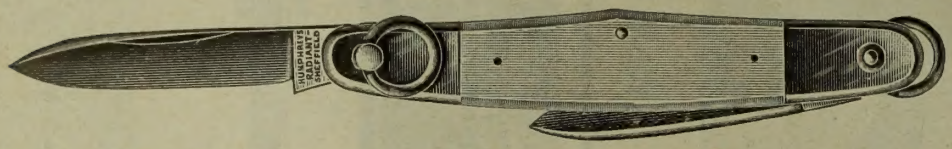
They Bring Trade and Help You Keep it
Place Your Order Now for Future Shipment
Your Jobber Handles Them

NORTH BROS. MFG. CO.

Philadelphia, Pa.

HADDON CUTLERY

OPEN EASY KNIVES



The most easy-opening knife ever invented. Can be opened with the gloved hand. Made in a variety of shapes and materials.

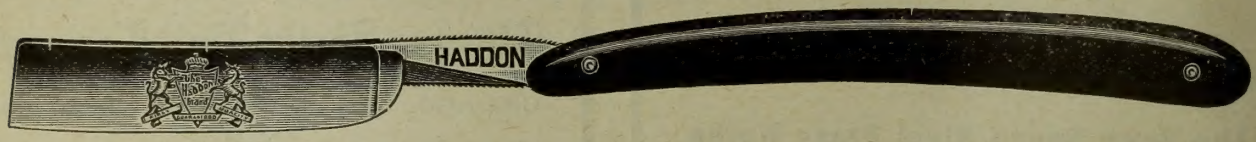


All Haddon Brand Knives are hand made from our famous Haddon Steel. Are warranted to keep a keen cutting edge.



The **HADDON SAFETY RAZOR** is guaranteed first quality and cannot be beaten. Simple in action and easy to clean.

HADDON RAZOR



These Razors never require grinding: ground extra full hollow, will last a lifetime. The finest Razor ever produced. Made in three sizes of blades ½", ⅞", ¾
If any of these specialties are found faulty we will exchange. ***ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS.***

SOLE MAKERS, W. R. HUMPHREYS & CO., Limited, SHEFFIELD, ENGLAND.

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

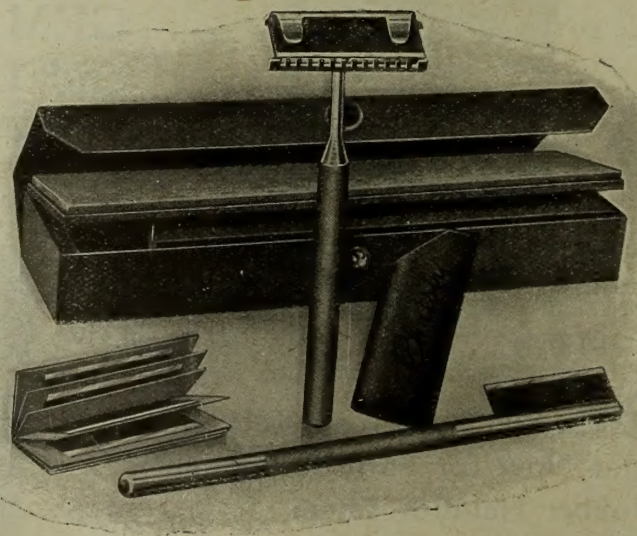
Shows a

Good Profit

For the

Hardwaremen

Write for Terms to the Sole Manufacturers



Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

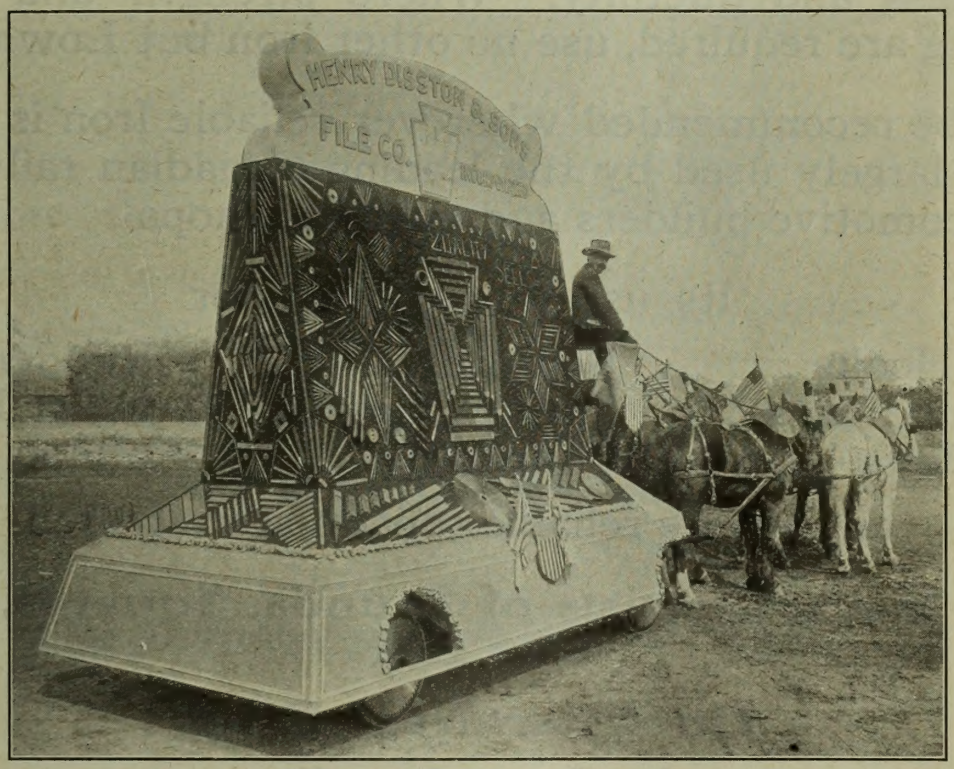
RETAIL PRICE: $1.50

The "CHRISTY" Safety Razor Outfit.

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

Start This New Year Right

The Retail Hardware Dealer who does not carry a good stock of **Disston Files and Rasps** is as badly handicapped in doing business as the dealer who tries to run an up-to-date Hardware store without **Disston Saws.**



DISSTON FILES

Are Highest Grade and are Sold at Reasonable Prices.



ALL SHAPES AND ALL SIZES FOR ALL USES

We will accept orders at present prices for shipment up to the 1st of May next.

PROMPT ATTENTION GIVEN TO MAIL ORDERS.

LEWIS BROS., Limited

IMPORTERS AND DISTRIBUTORS
MONTREAL

Ottawa, Toronto and Vancouver

Have You Any Use For

Iron of extra quality?
If so, use

Lowmoor Iron

It is noted for its uniformity of quality, its purity, softness, toughness and ductility. Where strength and ease in working are required, use no other Iron but Lowmoor.

It can be recommended wherever reliable Iron is needed, and is largely used by the leading Canadian railway car and locomotive builders and machine shops.

Its use is suggested for

Crane Hooks	Shackles	Rudder Chains
Logging Chains	Spring Buckles	Boiler Rivets
Stay Bolts	Couplings	Links

and where reliable repairs are required.

Our Stock Consists of Rounds, Squares, Flats

On Your Next Order
for Iron of quality
Consider Lowmoor

We are in a position to ship promptly car-loads or, in fact, any quantity required.

Largest Stock in Canada

WE SHIP PROMPTLY OUR PRICES ARE RIGHT

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.

Invisible Castors

or Domes of Silence

Will not mark or scratch the finest hard wood floor.

They glide over all surfaces so easily that they are away ahead of the old-fashioned wheel castors that stick so often. Can be used on the heaviest furniture or the lightest chairs.



EASILY APPLIED

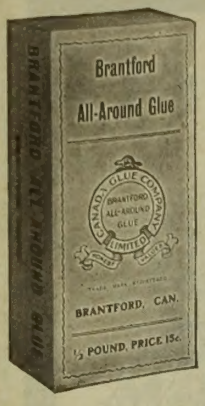
RETAIL PRICE, 15 CENTS PER SET OF 4.

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG





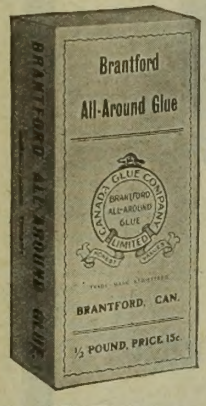
BRANTFORD ALL-AROUND GLUE

(GRANULATED)

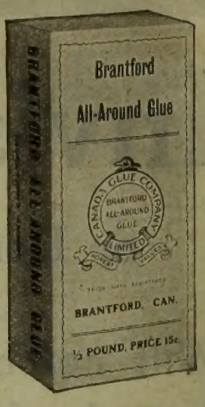
THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

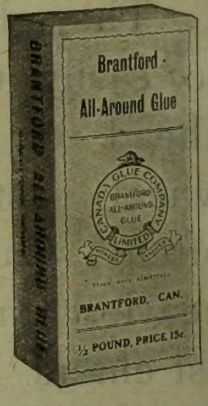
QUALITY TELLS!

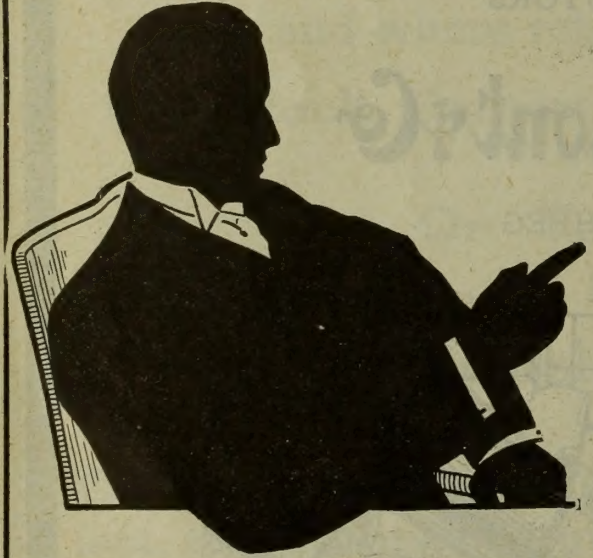
J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	" "
Miller-Morse Hdwe. Co., Limited	" "
G. F. Stephens & Co., Limited	" "
Wood, Vallance, Limited	" "
The S. Hayward Co., Limited	St. John, N. B.
Emerson & Fisher, Limited	" "
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	" "
The Fife Hdwe. Co.	Ft. William, Ont.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	" "
Lewis Bros. Ltd.	" "



IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.







That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

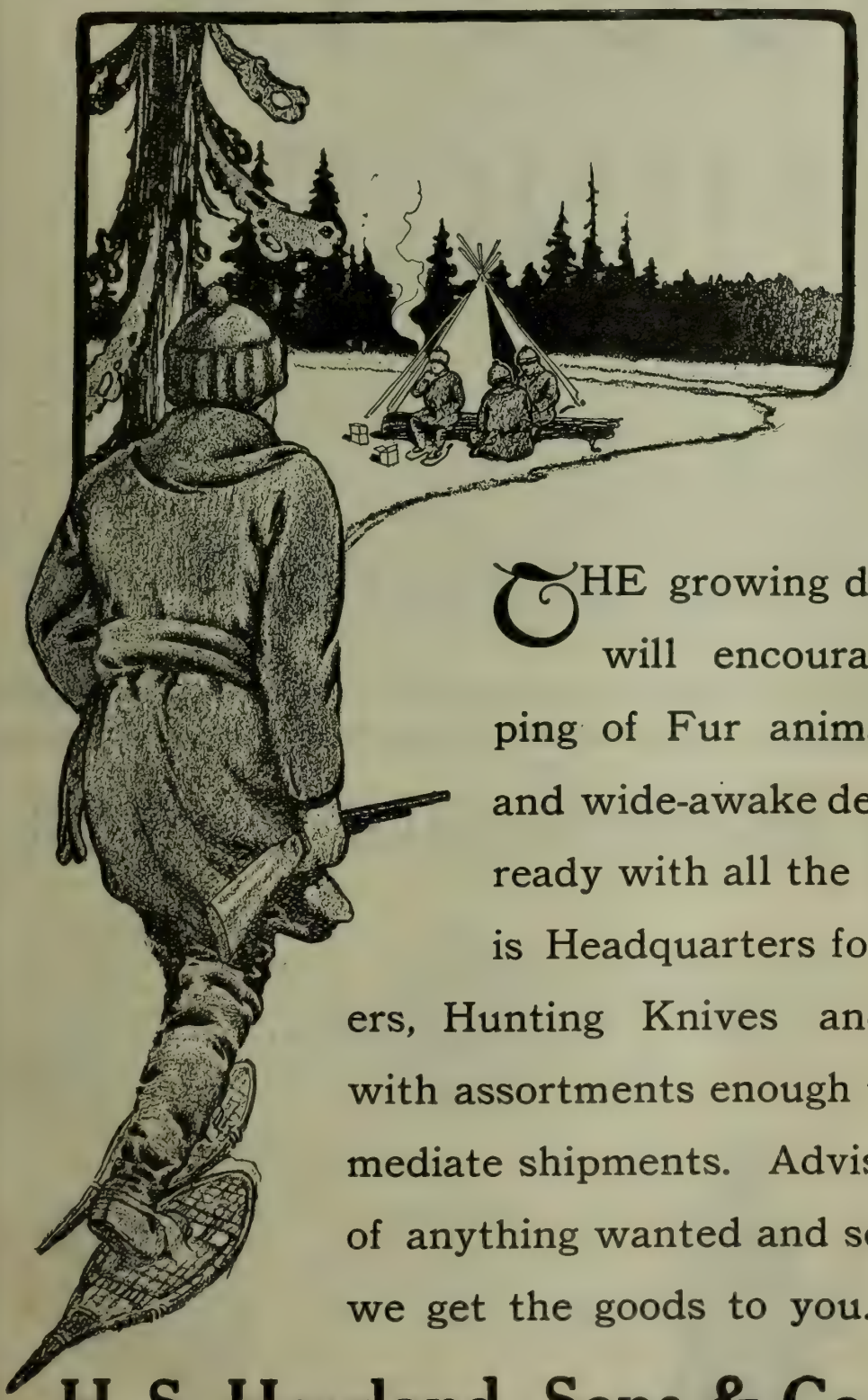
are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.

TRAPPERS' SUPPLIES



THE growing demand for Furs will encourage more Trapping of Fur animals this winter, and wide-awake dealers need to be ready with all the essentials. This is Headquarters for Guns, Revolvers, Hunting Knives and Steel Traps, with assortments enough to allow for immediate shipments. Advise us promptly of anything wanted and see how quickly we get the goods to you.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

CSGCo. CRESCENT BRAND

BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

DAVIDSON'S DECORATED ENAMELED WARE



White Enameled

DECORATED CHILD'S SETS

No. 7, with new style deep plate.



TEA POTS

Enameled Royal Blue with Gold Decorations, very attractive, Globe shape with seamless Body, 5 sizes, from individual pots to 3 quart capacity Nos. 551a, 551, 552, 553, 554

TEA and COFFEE POTS

In Royal Blue and Gold, or White with Fancy Flower Decorations, Double seamed Bodies, 4 sizes, Nos. 10, 20, 30, 40.



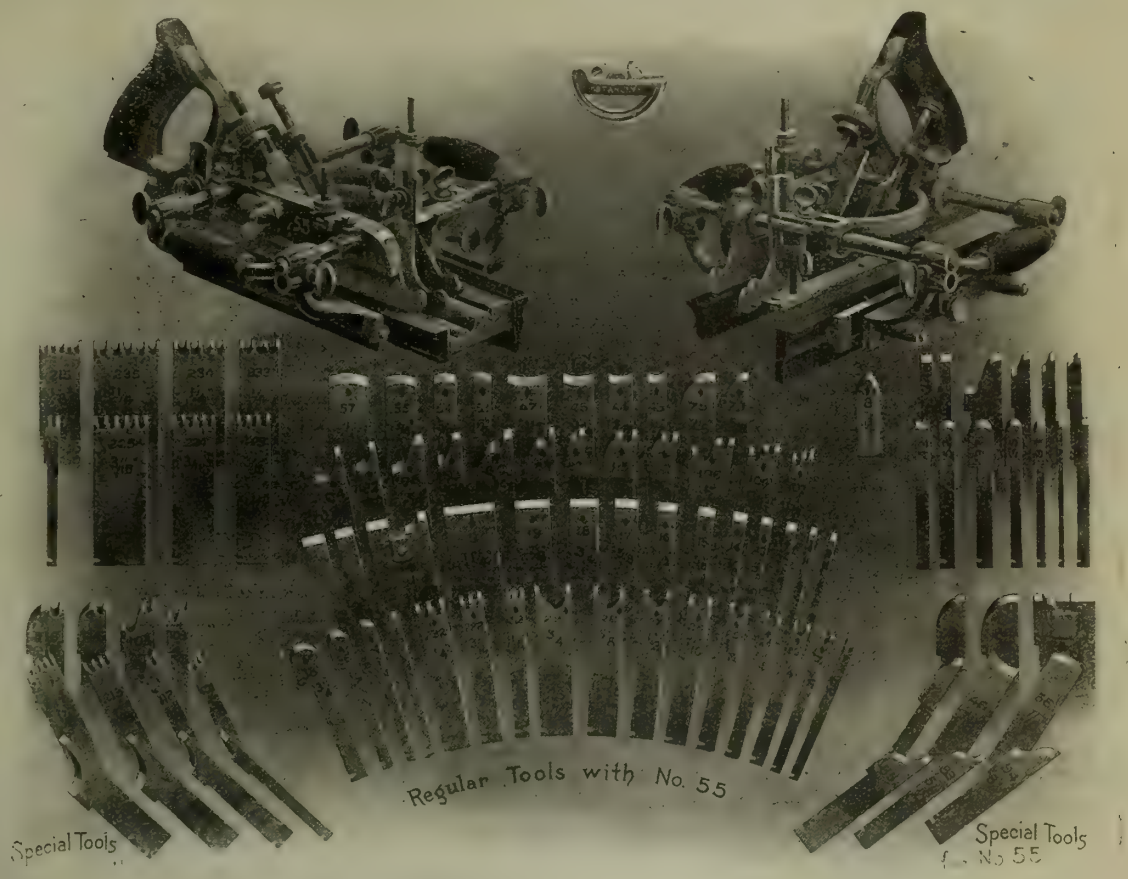
CUSPIDORS

Seamless. Made in Royal Blue and Gold, also Light Blue and White with Flower Decoration. No. 035.



WRITE FOR PRICES

The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg



Copyright 1909, Stanley Rule and Level Co.

Stanley Tools

"55"

A Planing Mill Within Itself

THE "**55**" Plane will do a greater variety of work than can be done with a full line of so-called fancy planes. It is 10 inches long, WEIGHS ONLY 7¾ LBS. (with 93 cutters 11 LBS.), and REPLACES practically the complete line of fancy planes weighing, probably, 90 LBS.

¶ The regular Equipment sent with this plane comprises the 52 CUTTERS marked ◆. A further line of 41 Special Cutters is regularly made. Send for Catalogue containing directions for use.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

COMMUNITY SILVER



32-Piece Mahogany Chest outfitted with SHERATON

Disston Telegraph Screw Driver



The Disston Telegraph Screw Driver has a round blade of crucible steel. It is hardened and tempered with the greatest of care. Bright finish.

Handle of hardwood, stained cherry.

Like all Disston tools it is unequalled for durability and efficiency.

Neat and well-finished appearance.

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, PENNA.

Canadian Works, Fraser Ave., Toronto, Ont.

It is Very True

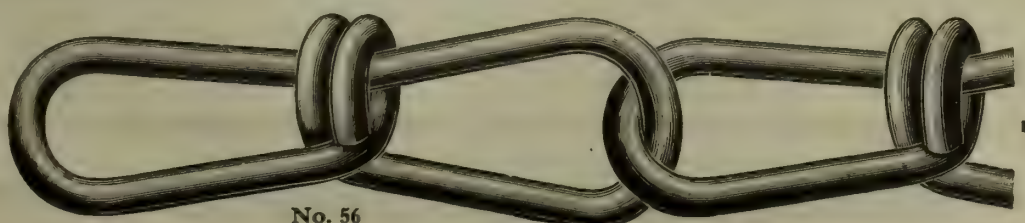
THAT NO CHAIN IS STRONGER THAN ITS WEAKEST LINK.
BUT THERE ARE NO WEAK LINKS IN

GREENING'S STEEL WIRE CHAINS

They are the strongest chains of their size made and can be absolutely relied upon for the various purposes for which they are made. We make them up for Halter, Dog and Kennel Chains, Tie-out Chains, Trace Chains, Cow Ties, and for various manufacturers' requirements. Sell Greening Chains and you will sell entirely satisfactory articles.

The B. Greening Wire Company, Limited

HAMILTON, ONT. MONTREAL, QUE.



No. 56

Tobin Simplex Guns

Recommend the Tobin Gun to your customers. We back it up with a guarantee which says that every Tobin Gun must be satisfactory in every respect, or the purchase money is refunded.

The Tobin Gun is manufactured in Canada, and consequently sells for a lower price than imported guns of an inferior quality. The dealer who is ready to answer inquiries concerning the Tobin Gun and supply them to his trade, will reap the benefit of our advertising. Tobin Guns possess new and exclusive features in the hammerless type. They are simple in construction, and the ease with which they can be taken apart for examination or cleaning, makes them fine sellers.

Accurate shooting—superior materials—finished workmanship—these are points on which the Tobin Gun sells.

We want a representative dealer to handle our guns in every town.

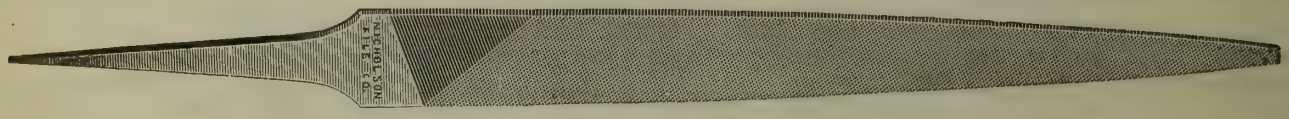
Every "Tobin Gun" is Built to Sell Another

The Tobin Arms Mfg. Co. Limited Woodstock, Ont.

Send for our Catalogue and other details.



MADE IN CANADA



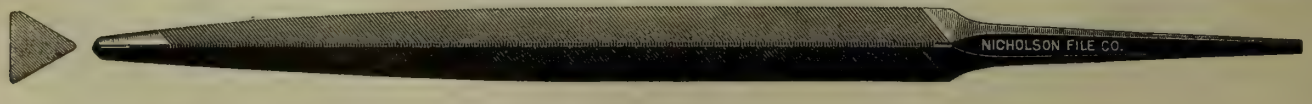
Special Steel—Special Methods and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada:

AMERICAN ARCADE GREAT WESTERN GLOBE
EAGLE McCLELLAN K & F J. B. SMITH

Sell these and you sell the best.

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**



ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND

MANUFACTURERS OF

"Judge Brand"





Patent Tubular Handle



Patent Tubular Handle

HOLLOW-WARE

If you are buyers of hollow-ware you cannot afford to pass "JUDGE BRAND" Enamelled, Tinned, Galvanized, Japanned, and Burnished Wrought Steel Hollow-ware. Therefore see to your stocks in readiness for the ever-increasing demand for the world-renowned "JUDGE" BRAND Tinned and Enamelled Tea and Stove Kettles.

SUPERIOR ENAMELLING.
FIRST-CLASS QUALITY AND FINISH.

SOLE CANADIAN REPRESENTATIVE:—

JAMES A. HENDERSON, METALS & HARDWARE, 234 BOARD OF TRADE BUILDING, MONTREAL, where a full range of our samples may be seen. Illustrated priced catalogues may be obtained on application, with prices and discounts, duty paid and duty unpaid.

SMALL ORDERS CAN BE ENCLOSED TO MONTREAL



Patent Tubular Handle



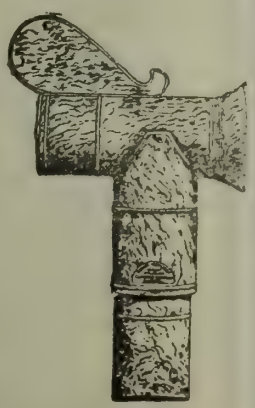
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



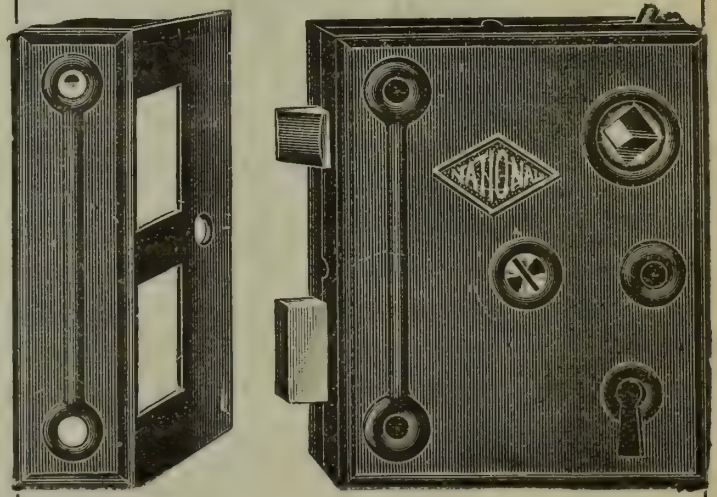
Montreal, Dec. 4th, 1905
J. W. Harris Mfg. Co., Ltd.
Montreal, Que.

Gentlemen:—
It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is givng me the greatest satisfaction.
The smoke which we used to have in the house has completely disappeard, owing to the good work of your "Zephyr" Ventilator.
I rmain, gentlemen,
Yours truly,
T. A. GAUTHIER,
128 St. Elizabeth St

Made by

The J. W. Harris Mfg. Co., Ltd.
GENERAL CONTRACTORS AND MANUFACTURERS
Montreal

NATIONAL STEEL RIM LOCKS



Safety, strength, durability and finish are combined in these splendid locks, the only steel rim lock made in Canada. They will just meet the requirements of your best class trade.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

"IMPERIAL" ANTI-FREEZING WINDMILL FORCE PUMP



Fig. 18

With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary Always fitted with 1¼ flanges unless other size is specified.

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

You Can Make Many A Sale

of Preston Steel Ceilings for repair jobs---as well as for new constructions---if you study up on the advantages these ceilings offer as compared with plaster. Let us send you our literature, telling about and illustrating

PRESTON STEEL CEILINGS

Your profit-margin on these ceilings---as on all our goods---will satisfy you; and you safely put your store's reputation back of them. Talk Preston Steel Ceilings to your trade---the ceiling that is fireproof, dampproof, sanitary and PERMANENT---never needs repairs---and is most economical.

You Get The Good Of Our Advertising

We will refer to you every inquiry coming from your locality, once you connect with us. And inquiries will be plenty, for our advertising campaign for 1911 will be one that will boom these ceilings. Drop us a line for particulars, pattern book showing a few of our 1,100 designs, and trade proposition.

Learn all the details by writing to

The Metal Shingle & Siding Co.

LIMITED

PRESTON, - ONTARIO

Branch Office and Factory at Montreal

A Thing of Beauty Is a Joy Forever

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST.

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

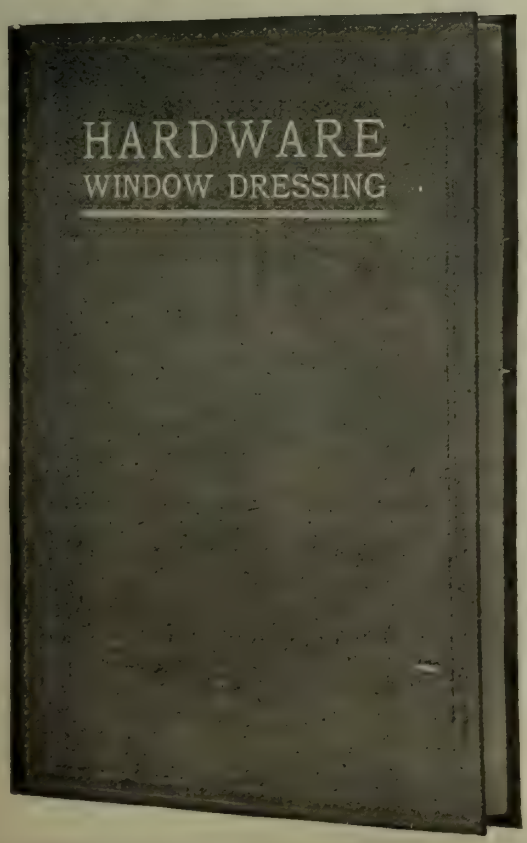
Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office: **Montreal**

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary



You May Become a Practical Window Dresser for $2.50

Experience has shown that GOOD window displays give the best results, for the least expenditure, of any class of advertising.

Through his show windows the hardware man has an opportunity to advertise his stock advantageously and with economy. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods.

26 Pages 8x11 Inches 300 Illustrations

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 143-149 University Ave., Toronto

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Bell Brand Horseshoes

TRADE  MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD
Head Office	TORONTO, ONTARIO



This is the season for

The Famous Oil Heater

There is generally some room in the house that needs a little extra warming, and this is just where the "Famous" is most needful.

Place this in your window and appeal to your customers' sense of comfort. Try it this time if never before and watch the results.

THE MODEL TEA KETTLE

No. 900

Highly nickel-plated finish,
with flat bottom.

Cover on side.

Stationary handle.

Flat bottom.



PATENTED 1903

Built after the dictates of common sense.

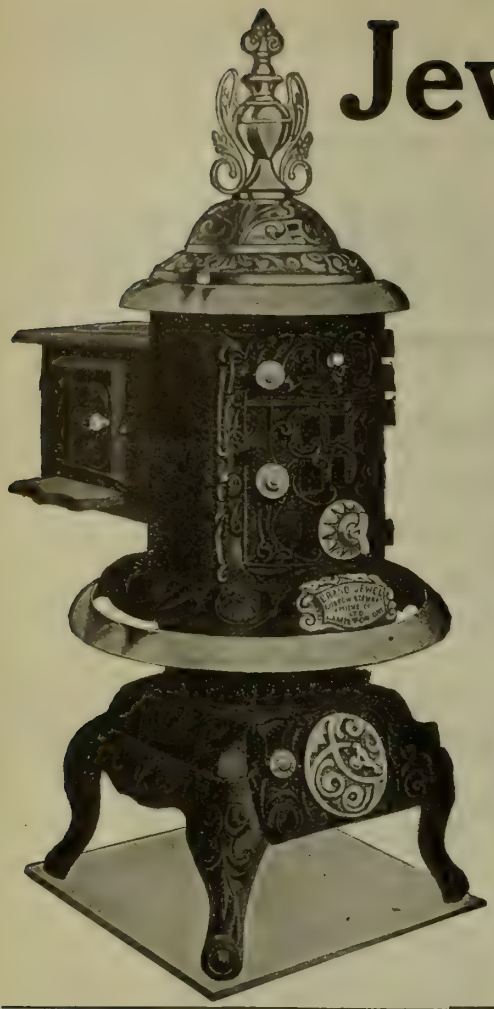
Here is a tea kettle that sells on sight.

———

Write us for circulars.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon



Jewel Stoves and Ranges



Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

Write for catalogue and prices.

The Burrow, Stewart & Milne Co.
Limited
HAMILTON - ONTARIO



A Self-Selling Range

is the range most worthy of your attention. And that is just why you should be handling "Monarch Diamond" Planished Steel Ranges. Their good points are so numerous, and so plain to be seen, that little or no argument is required to make sales.

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges

burn any kind of fuel. They have large, roomy ovens that cannot warp or be in any way affected when in use by cold air currents along the floor or elsewhere. The BODY is THREE-PLY—two layers of heavy steel, between which is a layer of asbestos. The FIRE-BOX is splendidly proportioned and is fitted with easily-removable duplex grate bars. The Front Key Plate is hinged, allowing access to fire for broiling, etc. Reservoir holds three pails of water, is made of heavy planished steel retinned inside. Fire Door is extra large; takes in rough wood, it is made double, outside nickel which does not tarnish.

No matter what line you have been handling, it will pay you to look into the "Monarch Diamond" proposition.

Write for Catalog and Discounts

Butterworth Foundry
LIMITED
OTTAWA - - CANADA

The Most Extensively Advertised Oil Consuming Devices on the Market

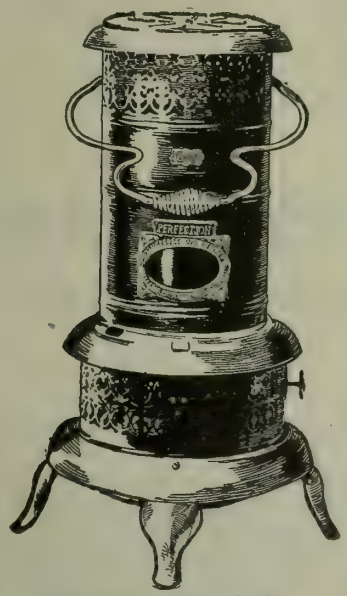
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



The New Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO



You should have a catalogue showing the hundreds of handsome designs of "METALLIC" Ceilings and Walls

It means Dollars and Cents to you

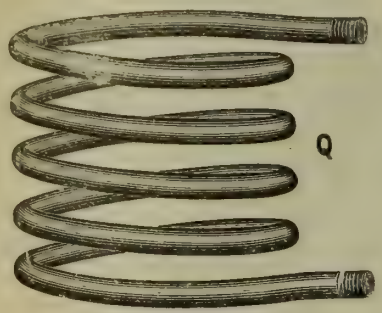
Tell your fellow-merchants of the money-saving, sanitary and durable features of "Metallic." It reduces the insurance, cuts out the ordinary plaster ceiling repair bills, and adds greatly to the appearance of a store. "Metallic" lends readily to any style of decoration desired, and, furthermore, lasts a lifetime. The first cost is all the cost there is to "Metallic" Ceilings and Walls.

If you haven't a Ceiling and Wall illustrated catalogue, write for one to-day. Send us the names of your prospects. We will assist you by mailing them full information and illustrated booklet—"Interior Decoration in Metal." Send measurements of store for complete estimate of cost.

Manufacturers of "Eastlake" Metallic Shingles—Metallic Sidings—Cornices—Lath—Skylights—Ventilators—Finials—Conductor Pipe—Eavetrough—Fireproof Windows and Doors, etc.

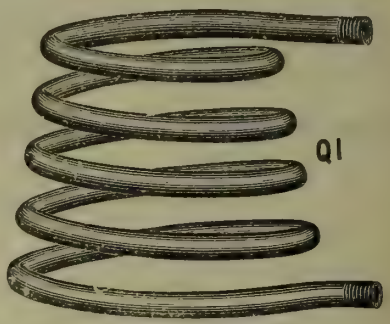
The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

WROUGHT COIL BOILERS



PARALLEL COIL

FOR HIGH OR LOW PRESSURE HEATING. IN ¾ IN. TO 2 IN. W. J. TUBE—ANY NUMBER OF TAPS. LARGE STOCK KEPT. THESE BOILERS ARE CHEAP AND RELIABLE AND A GOOD SELLING LINE FOR IRONMONGERS.

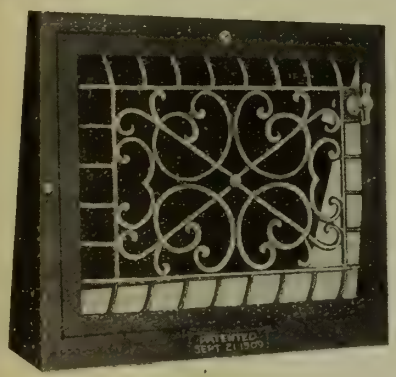


CONICAL COIL

Illustrated Price List Sent Free on Application.

JONES & ATTWOOD, LIMITED

HEATING ENGINEERS, STOURBRIDGE, ENGLAND



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

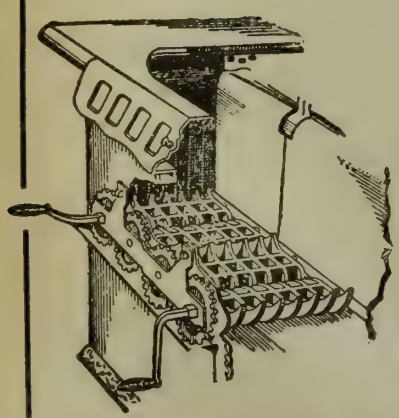
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Here's the Range to Feature!

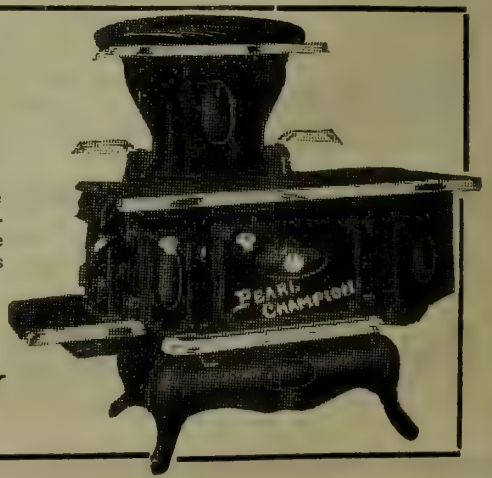
and it is just as good as it looks. The

CHAMPION RANGE

is rendered specially attractive because of the CHAMPION GRATE with the cross-wise, non-warping bars. This grate leads all others because it is more open and more easily shaken, and makes the "Champion" a very favorite range.

Are you selling the "Champion"?

Send for catalogue to-day.



D. J. BARKER & COMPANY

PICTON, ONTARIO

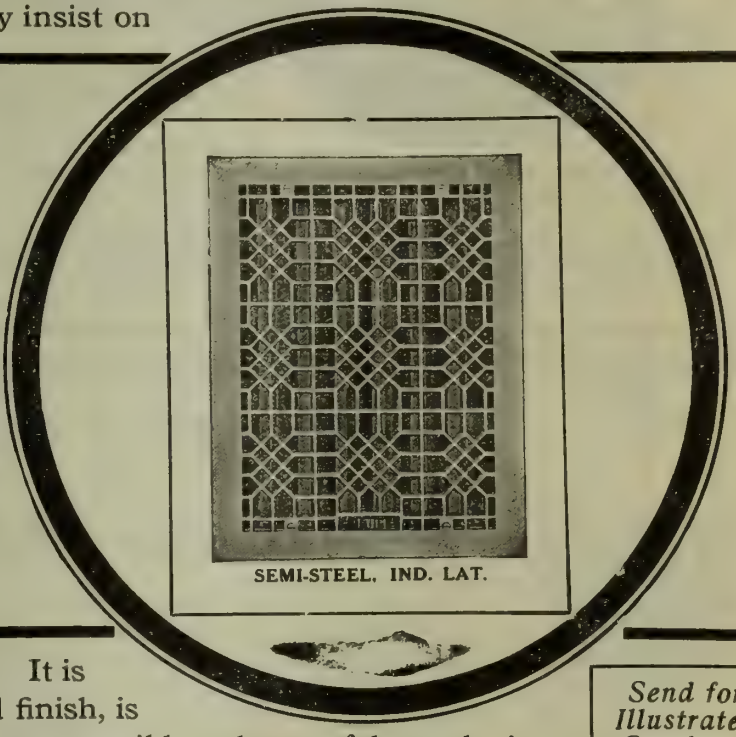
A Sure Proof of Merit!

When specifying on a job where only the best quality of material is to be used, leading Architects and Engineers invariably insist on

"T and B"

Registers Ventilators and Grilles

OR EQUAL QUALITY!



SEMI-STEEL, IND. LAT.

Are *you* handling this splendid line? It is pre-eminent for design, quality and finish, is profitable to sell, and admits the largest possible volume of heated air.

TUTTLE & BAILEY MFG. CO. OF CANADA, Limited - BRIDGEBURG, ONT.

Send for Illustrated Catalogue







MILLIONS WASTED

BY USERS OF "GENUINE" BABBITT

The high price of tin, which is controlled by manipulators, who can juggle the price up or down to suit their convenience, should cause users of "Genuine" Babbitt to consider seriously the advisability of adopting some cheaper suitable substitute.

A "Genuine" Babbitt should contain about 88 per cent. tin. It is a notorious fact that tin is a very dry metal and it is by no means what it is claimed to be as a bearing metal, as its anti-frictional qualities are comparatively very poor. A Genuine Babbitt will not fill in the interstices and condition the shaft as Magnolia Metal does. Unless a "Genuine" bearing is kept flooded with oil it is liable to become hot and run out, whereas a Magnolia-lined bearing, under the same conditions, will more than likely run for years without any perceptible rise in temperature, on very scant lubrication. Unless a bearing metal is poured in a **separated condition**, the weight of the shaft will rarely, if ever, cause it to squash. It is usually frictional heat that causes this trouble, to which "Genuine" Babbitt is very susceptible, and therefore it naturally follows that a high-grade anti-frictional metal like Magnolia is very much more dependable. Not only is Magnolia superior anti-frictionally, it will actually withstand 19 per cent. greater compression test than "Genuine" Babbitt. Thousands of practical users have made this discovery and are using Magnolia in preference to all other bearing metals.

Some years ago we had Dr. Torrey, Chief Assayer of U. S. Mint, New York, test all the leading "Genuine" Babbitts then on the market. Every one of these Genuines ran out in from five to fifteen minutes under pressures ranging from 500 lbs. to 1,400 lbs. per square inch, whereas Magnolia ran at the same speed—1,600 revolutions per minute—for eighty minutes up to 2,000 lbs. per square inch, and came out of test in a perfectly highly-polished condition. It is very difficult to run the temperature of a Magnolia-lined bearing up to a destructive point.

Every civilized country of the world has contributed its quota of testimonials regarding the splendid results obtained from using Magnolia Metal. If you are using Genuine or any other bearing metal, we ask your careful consideration as to the merits of Magnolia. Magnolia is made of selected virgin materials of the best quality, which are still further cleansed, and graphite incorporated into it. Magnolia is ideal in all of the good qualities that go to make an all around first-class bearing metal.

SPECIAL OFFER

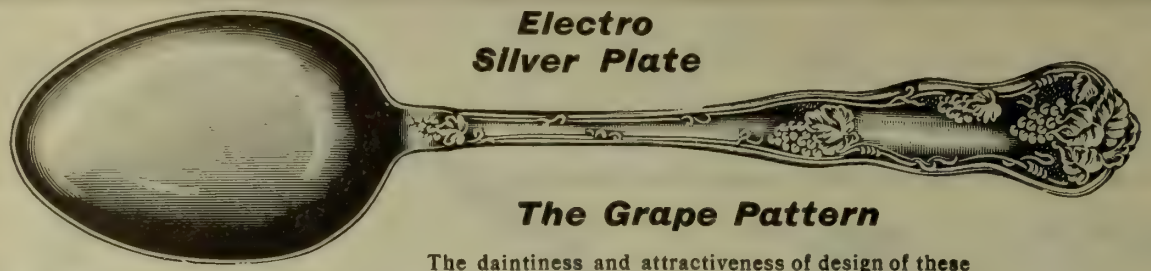
PRACTICAL ENGINEER POCKET BOOK, containing 650 pages, treating on over 2000 engineering and mechanical subjects, brought up to date. We offer this valuable reference work at 40 cents, postage prepaid. Address Montreal Office.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

225 ST. AMBROISE STREET, MONTREAL

NEW YORK CHICAGO



Electro Silver Plate

The Grape Pattern

The daintiness and attractiveness of design of these spoons have made them prime favourites, and they will prove ready sellers for your Xmas Trade. Let us send you our Catalogue of the many artistic lines we manufacture. Every dealer is authorised to make good our guarantee.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Can.

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



Maxwell's Latest is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.

Now is the time to start right!

Buy Laidlaw Bale-Tie Company's Products

and satisfy your customers.

Our OILED and ANNEALED WIRE is second to none in Canada. Once tried, always used.

All kinds of WIRE NAILS and Staples.

ANNEALED WIRE and WIRE BALE-TIES for Baling Hay. Our wire for this purpose is extra strong.

A Prosperous Year to All.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

You make **NO** mistake in ordering

GILBERTSON'S

COMET

Galvanized Sheets

but be sure your dealer does not give you something else. **Every Sheet Branded.**

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

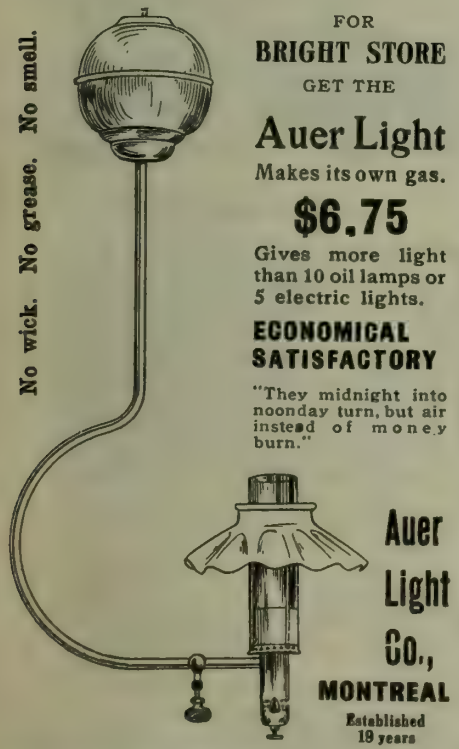
Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

No wick. No grease. No smell.



FOR

BRIGHT STORE

GET THE

Auer Light

Makes its own gas.

$6.75

Gives more light than 10 oil lamps or 5 electric lights.

ECONOMICAL SATISFACTORY

"They midnight into noonday turn, but air instead of money burn."

Auer Light Co., MONTREAL

Established 19 years

Agents can make big money. Many styles. Write for terms.

When writing advertisers kindly mention having seen the advertisement in this paper.

Traveling Salesmen!

Ever Hear of

Hugh Chalmers?

He is the man who, at the age of 30, was so good a salesman that his firm paid him $75,000.00 a year.

Anything such a man has to say about salesmanship certainly can be read with entertainment and profit by every salesman in Canada.

Not long ago, Mr. Chalmers gave two public addresses concerning salesmanship. We are printing these two addresses in a neat pocket-size pamphlet and want to send a copy of it *free* to every salesman in Canada.

No strings on this.

The pamphlet is *free* to every salesman.

All you need do is to write us, stating your name, your private address and the name of the house you represent.

We want these particulars simply by way of proof that you are a traveling salesman because we charge non-salesmen 50c a copy for the pamphlet—and it's well worth it, too! But, remember, it is *perfectly free* to traveling salesmen.

Better write for *your* copy now.

The MacLean Publishing Company, Limited

143-149 University St. - Toronto

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splended selling line.

IN 4 SIZES

Write for Prices

Western Representatives:

JAS. STEWART MFG. CO., LTD.

WINNIPEG, MAN.



NO.1 (SOLID)



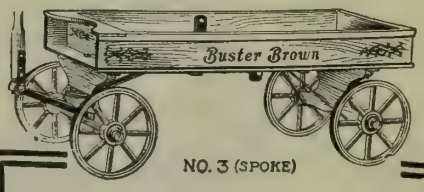
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited

WOODSTOCK, - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies. Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

HARDWARE SPECIALTIES.

Everybody

says our Cart-wheel ash sifter is the best ash sifter on the market. Light, strong and cheap. Shipped in a cart-wheel form, they never get bruised or damaged. TRY THEM.

MANUFACTURED BY
THE COLLINS MFG. CO. - TORONTO

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

MOOSE JAW
Whitlock & Marlatt

Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

BRITISH COLUMBIA

is a rapidly growing Province. Are you getting all the business you should from it?
WE CAN OFFER YOU CONSCIENTIOUS AND THOROUGH
REPRESENTATION
with Storage Facilities
J. M. KAINS & CO., MANUFACTURERS' AGENTS. 588 Beatty St., VANCOUVER, B.C

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

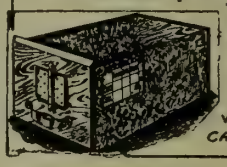
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

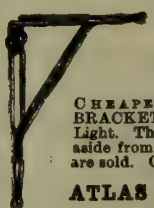
SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SKATING RINK SCRAPERS.



HARDWARE MEN
sell the Rink in your town an
ICE SCRAPER
saves time and half the labor.
JAMES & REID, Sole Mfrs.
Perth - - - Ont.

SNAPS.

The best "Snap" for the Breast Strap
"YANKEE" Roller Snap

No. 858



Sizes, 1¼ 1½, 1¾, 2-in.

Spun Head Rivets. Steel Tongue, Large Heavy Body. Large Roll.
Covert Mfg. Co., Troy, N.Y., U.S.A.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



ARMSTRONG PLANER TOOLS
Are ALWAYS ready for use.
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE
with an assortment of Cutters
EQUAL A DOZEN FORGED TOOLS.



VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

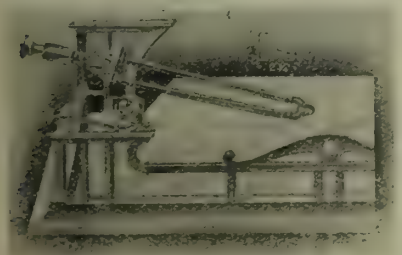
WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 52 Canada Life Bldg, Montreal



CHARLES LINDSAY,

Rumford Works, 33 Great Hamilton Street,
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. WRITE FOR CATALOG.

Canadian Representative---H. L. SOPER,
469 Margueretta Street, - - TORONTO

SEYMOUR SHEARS

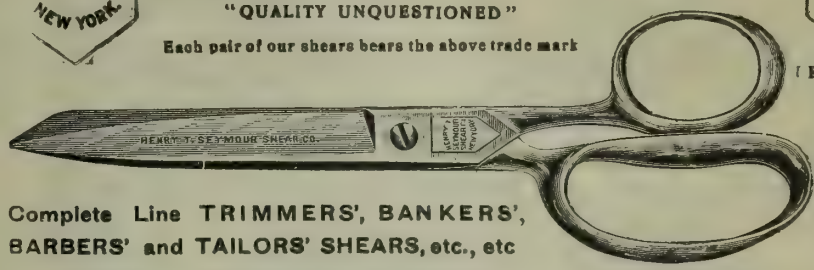
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEUBSCH & HILGER, LIMITED, NEW YORK
Agents

The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



Buy the Best.

HERCULES
Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Sharratt & Newth's Glaziers' Diamonds

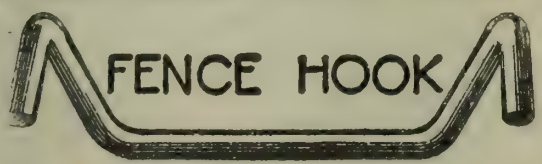
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets of Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

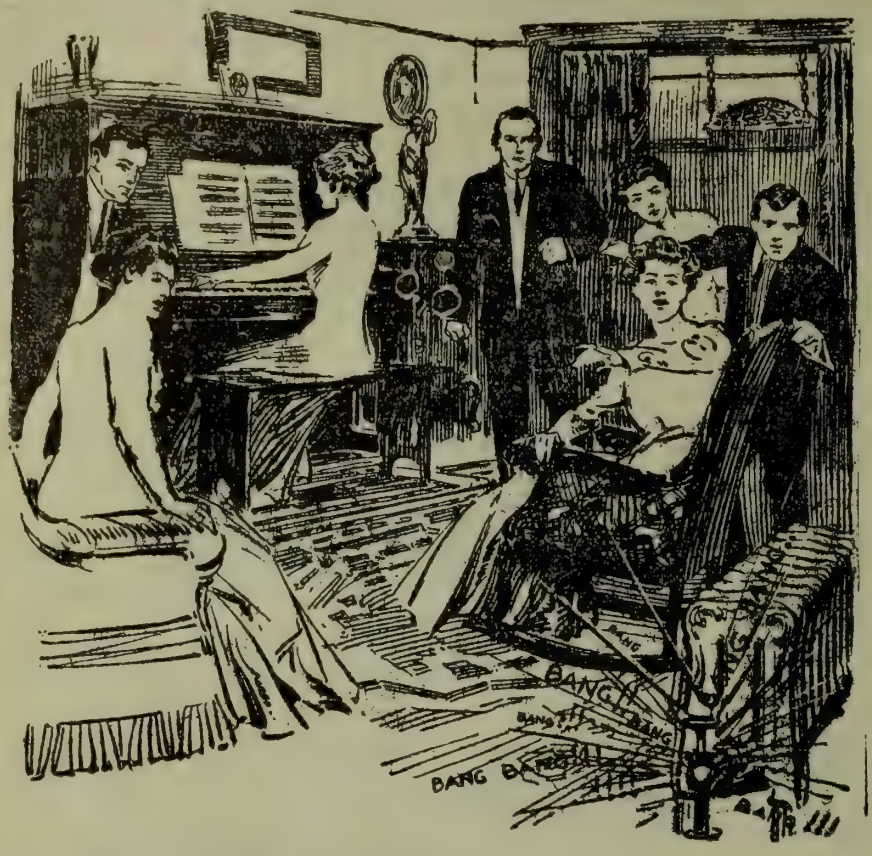
The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St., - - - TORONTO



MORRISON
STEAM FITTINGS

When things go wrong with steam heat in house or office make it a point to recommend Morrison valves and fittings as a matter of absolute precaution.

We make Radiator valves in all styles and sizes.

A trial will convince you that the J.M.T. mark is a guarantee of the best to be had in Brass Goods of every sort.

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. West, Toronto

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



OUR NEW LINE



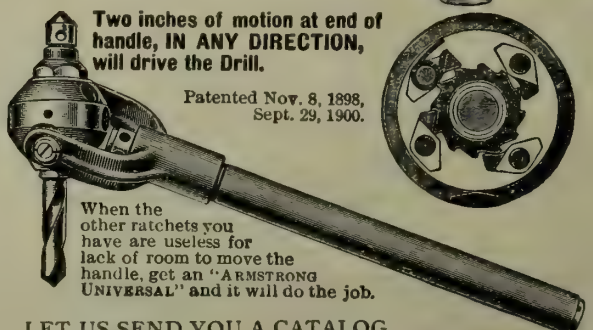
"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

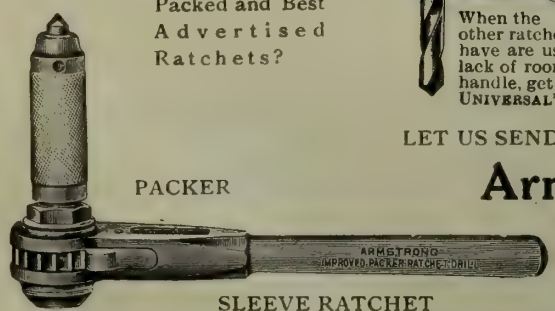


"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

They stand the racket.

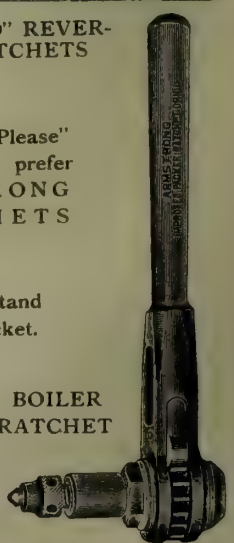
LET US SEND YOU A CATALOG



PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.
"The Tool Holder People."
306 N. Francisco Avenue, Chicago
U. S. A.



BOILER RATCHET

Busy - ness

Your business becomes busy-ness when you sell Genasco Ready Roofing. Quality will tell ; Genasco quality makes customers tell you the kind of Roofing they want.

Genasco
Ready Roofing

makes them tell also by its persistent campaign of national advertising ; it educates them ; it shows them why Trinidad Lake asphalt is the greatest water-proofer known and why it resists and lasts ; it makes them want Genasco---the roofing made of genuine Trinidad Lake asphalt---because it endures and gives solid satisfaction all the way through.

Let the people know that you sell Genasco and you'll have a business that keeps you busy.

Write for full information and samples.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Mineral or Smooth-surface Genasco Roofings

Cross-section, Genasco Stone-surface Roofing



Gravel
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt
Ashpalt-saturated Wool Felt

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

THE KANT-LEAK KLEET is the latest and greatest fastening for ready roofing. Requires no cement for seams.

Mr. Hardware Dealer—Take advantage of the big demand — Display **WONDERSHINE** in your window.

WONDER-SHINE

is the new silver cleaner that saves work for the housewife.

It cleans so easily, removes all tarnish from silver, gold and plated-ware without rubbing.

No dust, no muss—just a few minutes' pleasant work and the silver looks like new.



WONDER-SHINE is guaranteed absolutely non-injurious to silver, gold, hands and clothing.



We are spending $10,000 in advertising—telling your customers of **WONDER-SHINE.**

Hold this trade—make **WONDER-SHINE** a leader—place it in the window and keep a display carton always on the counter.

It means increased profits and delighted customers

If you have not **WONDER-SHINE** in stock, send at once for your full size sample package, full information and our new selling plan Write to-day.

Household Convenience Co., Ltd., Toronto, Canada

B61

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue. Write.

THE R. McDOUGALL CO., Limited

GALT, CANADA

THE COMMERCIAL CORRESPONDENCE PAPER OF THE DAY

SUPERFINE LINEN RECORD

Put it to every test—then you will positively know

SUPERFINE LINEN RECORD

to be unexcelled for fine Commercial Stationery.

Made in White, Azure and Buff.

Envelopes to match.

WRITE FOR SAMPLES.

The Rolland Paper Co., Ltd.

HIGH-GRADE PAPER MAKERS

General Offices: MONTREAL, P.Q.

Mills at ST JEROME, P.Q.

Tinsmiths—Sheet Metal Workers

To Maintain Your Reputation **"Always," "Everywhere,"**

ASK FOR

B. B. & CO.

TOOLS

Our Experience is Your Safeguard.

The

BROWN, BOGGS CO.

Limited

HAMILTON, - CANADA

Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies, Etc., Etc.



Straight ***Circular*** ***Combination***



1911

GENUINE ORIGINAL COLD BLAST LANTERNS

WRIGHT'S

Number 4

Cold Blast Lantern for 1911

WHILE we are satisfied that the success of our efforts during the past year to produce a perfect Cold Blast Lantern have met with the complete approbation of our friends, we do not intend to cease our endeavors while there is room for further improvements.

The 1911 Cold Blast Lantern
Retinned Finish,

Rubber Crystal Globe and with Brass Burner, which we shall offer next year, will surpass all previous productions.

It will be to your interests to see our representative before placing your 1911 order. The No. 4 is fitted with

RIGHT'S RUBBER CRYSTAL GLOBE

No. 4, price per dozen $6.75

WRIGHT'S

Number 02

Cold Blast Lantern for 1911

As the pioneer Lantern manufacturers of the Dominion, we are prepared to satisfactorily meet all foreign competition.

To this end, and for the purpose of meeting the occasional local demand for a cheaper grade of Cold Blast Lantern, we purpose for 1911 to introduce our No. 02, which will be similar to the No. 4, but with plain globe, tin burner, and plain finish—no parts retinned.

No. 02, price per dozen $5.75

E. T. WRIGHT & CO. (H. G. WRIGHT) Hamilton, Canada

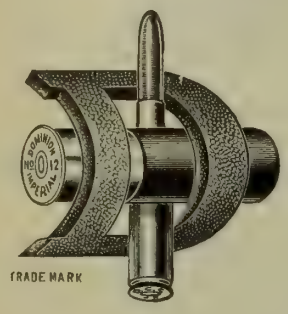
Winnipeg Distributing Agents: Merrick-Anderson Co., Winnipeg Man.
Eastern Representative: J. W. Moncur, Drawer 2209, Montreal, Que.
Toronto Agent: F. B. Wilson, 33 Maitland Street, Toronto, Ont.
Winnipeg Agents: W. W. Reynolds & Co., Winnipeg, Man.
Vancouver Distributing Agents: Macpherson & Teetzel, Vancouver, B.C.

The Excessive Demand

for

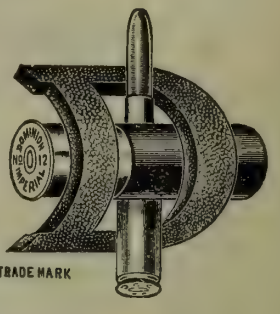
Dominion Ammunition

Demonstrates that Sportsmen appreciate Shells and Cartridges made in Canada and the less Duty price.



TRADE MARK

This Trade Mark is an absolute guarantee that you are getting Best Quality and Highest Profits.



TRADE MARK

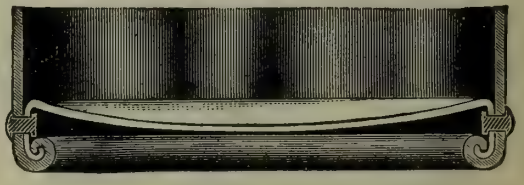
Why tie up your capital in several lines when we make satisfactory loads for every kind of game and target shooting?

Dominion Cartridge Co., Limited

Montreal, Canada



KEMP'S MILK CAN TRIMMINGS



COMPLETE SETS

Comprising one broad hoop roll-rim bottom, concave pattern; body hoop 6 inches wide, 20 gauge; top hoop 4 inches wide, 14 gauge; one cover; one pair malleable side handles; one pair steel top handles. If wanted with malleable top handles, 7 cts. per set extra list.

COMPLETE SETS

Gallons	10	15	20	25	30	40
Case Lots, sets	6	6	6	6	6	6

The roll-rim has no sharp turns, therefore the grain of the metal is not broken, and having a broad wearing surface on the bottom it cannot damage floors. Ample space is left between the bottom and the hoop for the insertion of the body of the can. It is the neatest and strongest in appearance and is supplied with concave bottoms. By examining the cut anyone can readily see that this style of construction makes it the strongest bottom ever produced. They do not cost any more than inferior bottoms. If you want to keep ahead of your competitors use Kemp's Roll-rim Milk Can Bottoms.

WRITE FOR PRICES AND DISCOUNT SHEETS

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, MAN.

THE KEMP MFG. CO. of Montreal
39 St. Antoine St., MONTREAL, Que.

Hardwaremen Experienced a Prosperous Year

Reports From all Sections Show That During 1910 Conditions were Brisk—Increases Reported in Volume of Business—Christmas Trade Showed a Good Increase—New Goods Handled and New Methods Adopted—How Manufacturers and Jobbers Have Helped.

The hardware trade in Canada has seen a prosperous year. Interrogatory circulars were addressed by Hardware and Metal to dealers in all parts of the country and the responses received indicate that 1910 was a splendid year from the business standpoint. The replies also point to a valuable augmentation of Christmas trade, due in a great many cases to the adoption of more energetic and ambitious methods on the part of hardware dealers.

The first question asked was:

How did your volume of trade compare with that of 1909 and preceding years?

Of the answers received, twenty-five per cent. reported business to have been the best ever seen, forty-five per cent. reported increases in business, six per cent. stated that trade compared favorably and about the same number had found no difference in their volume of trade. Not one reply was received reporting a diminution of sales or decrease in profits. Altogether the replies presented a striking proof of the prosperity that has prevailed so generally. Some replies are well worth reproducing, showing as they do the trade tendencies in different sections.

R. F. Johnstone, Acton, says: "Our records are not complete for 1910 but we think that it will excell former years. Prepared roofing sold far in advance of last year and builders' supplies were better than usual. Mixed paints were big sellers as was D. D. glass. Our graniteware trade is increasing steadily and is a profitable line to carry. Our biggest gain of the year is on stoves and ranges which have sold over twice as good as last year."

The Bond Hardware Co., Guelph, report trade to have been 20 per cent. greater, a Galt firm estimate their increase at one-eighth and others give varying reports of increase.

One dealer writes: "Cash sales were higher, but builders' and mechanics' not as good owing to decrease in building."

Reduced Stock, Not Profits.

A Montreal dealer says: "We reduced our volume by over 7½ per cent. by eliminating unprofitable goods and have been able to maintain our gross profits with a reduction in operating expenses."

Christmas Business Better.

The second question asked was:

How did your Christmas business this year compare with that of preceding years?

The answers indicated that the holiday trade had been better on the whole than in the past. About 12 per cent. of answers were to the effect that the trade had been the best yet experienced; thirty-five per cent. had found business far in excess of recent years; twenty-five per cent. reported bettered conditions; twelve per cent. had found trade about the same as in the past; the same number had experienced a loss of trade. One of the latter added: "Our trade was a little short of 1909, which was an extraordinary good year."

"We had a notable increase of business," writes a Quebec merchant, "helped by a good advertising campaign and attractive windows."

Geo. A. McMurtry & Co. report the Christmas trade to have been at least 25 per cent. better; the Bond Co. estimate their advance to have been one-third of last year's volume; R. F. Johnstone reports a 13½ per cent. advance.

One firm writes: "The Christmas trade has been exceptional. While the holiday novelty trade is not the leading feature of this business, we have adopted it with the view to attracting the public to our store.

R. F. Johnstone, Acton says: "Christmas trade, in our opinion, is one of the most difficult lines of trade to buy for. Our big sellers this Christmas were:—pocket knives, wood sleds, skates, Gillette razors, silver knives and forks, parlor lamps, asbestos irons, gem choppers and a line of children's toys, including



With the help of adequate "drawing" facilities, you will keep well ahead on the highroad to success and prosperity.

tool sets, lanterns, lamps, snow shovels and toy banks."

Christmas Trade Methods.

The third question read: What new methods, if any, did you adopt for securing Christmas trade, such as window displays, distribution of circulars or booklets, special sales and advertising?

Practically all merchants heard from had adopted progressive measures along the lines outlined in the question. Some answers received are worth quoting.

"Good window displays and prompt attention inside."

"By advertising and window displays. Have no special prices for Christmas."

"Used window displays, mailed 2,000 calendars, used circulars and lots of newspaper space."

"General advertising of goods with everything plainly priced. Special bargain counter sales."

"We found attractive presents, displayed and priced with nice tickets, help greatly."

"Four weeks before Christmas we started our Christmas window trims and these were changed every week. We divided our displays into following classes —"Presents for men," "Presents for women," "Presents for Boys," "Presents for Girls," "Presents for Children." Our second last window contained a miniature cottage with snow, etc. We sent out a number of 8-page circulars. We put on a few specials for Christmas week of hanging and parlor lamps, odd lines of cutlery, silverware, lined mitts and broken lines of skates."—R. F. Johnstone.

New Lines Taken Up.

The fourth question read: What new Christmas lines did you take up, and did you find them profitable?

Some of the answers received were:

"Hardware specialties, such as plated ware, cutlery, alarm clocks, safety razors and cut glass."

"Toys, especially of iron manufacture, I found very profitable. It brought a good many more people to the store."

"Fancy tea pots of different kinds, carpet sweepers, alarm clocks, food choppers."

"We put in a line of gold jewel cases and, considering that it was our first year with them, we did well. Profit was 50 per cent. Another line we found profitable, and a good seller, was toy iron banks, selling for 15c. Toy irons and small lamps were in good demand."

"Cut glass, brassware and silverplated goods."

Manufacturers' Adevertising.

"Did you find the demand in Christmas lines increased by the advertising of the manufacturers?" read the fifth question propounded.

The answers received showed that many lines had been stimulated in this way, in the opinion of the retailers. Many articles were specifically cited. However all dealers were not of one mind. One man writes: "Room for considerable improvement in this direction." Another says: "It is hard to say, but I personally saw manufacturers' advertisements and they certainly must be seen by others?

Help From Makers.

In reply to the sixth query, "What assistance from manufacturers or jobbers do you consider most valuable for increasing your Christmas trade?" a great many dealers have cited the supplying of electros and advertising matter to retailers by manufacturers and wholesale houses. Several assert that manufacturers' ads. in magazines prove a great help. One man suggests, "a suitable supply of advertising cuts with a bonus (for advertising) on certain quantities."

"Good goods," is the terse answer received from one source.

The consensus of opinion is that the retailer can get much assistance from jobbers and manufacturers by following out their advice.

Past Year was Prosperous ---Future Prospects Bright

Manufacturers and Jobbers Agree that Business Conditions During 1910 Were Brisk—Many Found it a Banner Year — General Opinion is That 1911 Will Reflect Prosperous Conditions of Past Year.

When prosperity has been felt in any branch of mercantile trade, it will be reflected in manufacturing and wholesale circles. It is indicative, therefore, of prosperous conditions in the hardware trade in Canada, that reports from manufacturers and jobbers on the volume of business done during the past year are, on the whole, eminently satisfactory. A circular letter was addressed to the manufacturing and wholesale houses of Canada by Hardware and Metal, asking for opinions on the business of the past year and prospects for the year that is ahead. Responses have been prompt and numerous. The tenor of the replies is quite optimistic, indicating satisfaction with the past and the prospects of the future. There are a few dissentients to the general expression of confidence but the undercurrent of doubt is not strong enough to indicate that there is any reason to doubt the almost unanimous verdict.

Of the firms who replied, only one reported that business during 1910 had not increased over that of the last few years. About forty per cent. of the correspondents reported that the volume of business showed a favorable increase over the records of recent years. Probably fifteen per cent. reported "decidedly better" and forty per cent. declared 1910 to have been the best in their history. When such general satisfaction is mooted, the conclusion can safely be drawn that 1910 was a splendid one from the business standpoint.

Found Competition Keen.

The one firm, which reported that trade had not increased with them, gave as a reason the competition of American cheap goods. "New settlers moving into the North-West," read this reply, "with little money are compelled, through force of circumstances, to buy the cheaper goods made in the United States. For this reason our sales for the better class of goods have not increased over 1909."

Profiting by experience, however, this firm, has devised measures to meet the inroads of imported cheap lines and is looking for a big increase during the coming year.

Business has Doubled.

The Ontario Lantern & Lamp Co., makes the following reply: "We have much pleasure in reporting that business for 1910 will close with at least an advance of 45 per cent. over our business for 1909. The years 1907 and 1908 just held their own with 1906 which was a very good year but in 1909 we had 40 per cent. more business than in 1907, our total increase for 1910 showing that our trade in three years has more than doubled itself."

A Banner Year.

"We wish to say that we are very pleased with the volume of business we have done this year," replies the Canada Wire Goods Manufacturing Co., Hamilton, "as compared with former years. This has easily been our banner year."

Evenly Distributed.

A paint manufacturing firm reports that its increase has been the largest of any previous year in its history. Unlike the experience in many other lines of industry, this increase has been evenly divided over the entire Dominion.

Good Volume of Trade.

An authority on iron, steel and metals declares business to have been very large, constituting a record with the exception of the year 1907. As far as volume is concerned, 1910 has compared favorably with 1907 but in 1907 values were much higher, particularly in ingot and pig metals. A gradual recession toward the close of the year did not seriously effect the volume of trade for the year.

A paint firm states that their 1910 trade as compared with the years 1907, 1908 and 1909 has been the largest. With the exception of 1908, every year since this business started has shown an increase, but not nearly so large as 1910.

Better Than Anticipated.

H. S. Howland, Sons & Co., Toronto, write:

"The year just closed will be noted for the steady and constant demand for all kinds of hardware, the careful buying of actual requirements and the great number of repeat orders.

"Manufacturers, as well as wholesale merchants, were hardly prepared for the business which kept up to the end in all seasonable lines, and were possibly over-cautious owing to the frequent rather gloomy reports from across the line.

"The fluctuations in prices were not serious. In fact the advances would about equal the declines, so that 1910 was very much a year of even values."

A Wholesale Report.

Lewis Bros., hardware wholesalers, Montreal, write:

"The year of 1910 has been very satisfactory so far as we are concerned. Our turn-over has been the largest since the boom years of 1906 and 1907.

"The demand for builders' hardware has been a record one. We might say this also applies to mechanics' tools and lumbering supplies. The sporting goods department that we installed fifteen months ago has shown results far above our expectations. What is of more importance, collections show a great improvement over 1909, more especially in the Province of Quebec; the principal cause for this is the crops, which were very much better in this province than they were in 1909.

Costs Mounting Up.

"The 'profit' end of the hardware business does not keep pace with the volume for which there are several reasons, the principal one being excessive competition and the increased cost of doing business. There seems to be no limit to the latter, as it is going up all the time."

To Increase Output.

The Boeckh Bros. Co., Toronto, manufacturers of brushes, brooms and wooden ware, report: "We are indeed pleased with the amount of business done during the year just ending, as the sales increased to such an extent as to make it necessary to increase our factory output considerably."

Increase in West.

Nearly all statements received agree that the largest increase has been in the West.

A stove manufacturing company reports that, "considerable apprehension was felt in the West, with reference to the crops, and, while certain localities suffered considerably, and business was seriously affected thereby, still, taking the West as a whole, it has been fully better than the year previous. The Province of Quebec and the Maritime Provinces have also shown a considerable improvement. The Province of Ontario, though blessed with a good crop and high prices, seems to have been less satisfactory in this respect than the other provinces, largely due no doubt, to the large emigration from Ontario to the West and reduction of the rural population.

Looking for Greatest Year.

The Metal Shingle & Siding Co., Preston, write:

"We are looking for the greatest year in our history during 1911, as it seems almost assured that there will be a tremendous amount of building in Canada.

"We do not think that the depression which appears to affect the United States will spread to Canada, as it seems to be based upon political conditions which are peculiar to the United States.

"Recently issued reports show that the Canadian banks to-day, hold enormous quantities of money on deposit with the result that all legitimate enterprises in the country, find it easy to arrange their finances.

"All the basic industries of our country have yielded gratifying returns during the past year and there is everywhere apparent a feeling of confidence in our future. The present attitude of the Canadian banks is favorable to business expansion and this undoubtedly means that the building industry will again be very active during 1911.

"For these reasons, we are looking forward very hopefully to a successful year's business."

Good Paint Prospects.

"Indications at present," reports a paint manufacturing company, "point to the spring trade being the largest in our history. If favored with a good crop in 1911, we see no reason why business should not continue to increase on a healthy basis."

Booked Heavily Already.

The Ontario Lantern & Lamp Co., Hamilton, have tangible reasons to count on a good year. "The outlook for 1911 is of the brightest as we have already booked orders; the total of which amounts to nearly 50 per cent. of our whole business last year and inquiries are continually pouring in from all sources," they write. "In fact, such confidence have we of the coming outlook that we have signed contracts to commence a large extension to our plant as soon as the frost is out of the ground, notwithstanding the fact that we have already added during the past 13 months nearly 50 per cent. to our floor space. In face of the depression across the line, it seems to us that Canada is now independent of the fluctuations from that source."

"While the iron and steel industry in the country south of us," writes another company, "is in rather a distressing condition, it is a noticeable fact that this state of affairs does not seem to affect Canada as it would have done some years ago."

"Canada is developing so rapidly," writes a metal company, "that it will be many a long day before any thoughts of despair and collapse seize us."

A Discordant Note.

Only one reply was received which voiced sentiments of a pessimistic nature. This letter read:

"We have noticed that conditions in the United States were followed by similar conditions in Canada, in from 3 to 6 months and we believe this will be the case at the present time. In fact, we already see signs of it in our business. The first 9 months of 1910 our business exceeded any similar period but for the last quarter our business is less than 1909. We think the conditions do not warrant any expansion in the coming year but rather call for conservatism."

Wholesale Prospects Bright.

By force of contrast, the following from Lewis Bros., Montreal, reads cheerily optimistic and hopeful:

"In regard to 1911, business looks very promising. During the past week we held our annual salesmens' convention and, if their enthusiasm is any indication of what the future has in store, next year will surely be a record one. At this writing, we have three times as much business booked for spring shipment as we had a year ago. Merchants are getting away from the hand-to-mouth policy that has prevailed for two years past and are now buying in larger quantities."

H. S. Howland, Sons & Co., Toronto, are optimistic on the score of the future. "Retail merchants throughout the country report to our travelers," they write, "that farmers, ranchers, trappers, hunters, lumbermen, miners, fishermen and other producers of wealth (the purchasing power) have done exceedingly well and will have a good deal of money to spend, so that we can see no reason why trade should not go on to expand and improve in all parts of Canada in 1911."

A Good Year Expected.

The Sherwin-Williams Co. say:

"While it is true that the Western crop of 1910 was not quite up to expectations, on the whole it was a very fair crop, and business is coming in from the Northwest for the spring in a very satisfactory manner, and collections are also good. The 1910 crop in the East could not have been better, and the country as a whole never enjoyed a fuller measure of prosperity than it does at the present time.

A Word of Praise.

It is gratifying to receive among the replies, the following tribute to Hardware and Metal:

"We are also pleased at the amount of business done with our new patented "steel grip" painters' brushes and in this connection would say that we attribute a certain measure of the success of this line to Hardware and Metal, as same is practically the only paper going to the retail hardware trade in which we have been advertising and, while of course, it is impossible to trace directly results on a line such as ours, still we feel confident that we have derived considerable benefit from your paper, especially considering the fact of the small number of issues in which we have had our "Steel Grip" advertisements.

Yours very truly,

The Boeckh Bros. Co., Ltd.

Toronto.

HARDWARE AND METAL

Established - 188

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada: Macpubco, Toronto. England: Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 1255

TORONTO - - - 143-149 University Avenue Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - H. Hodgson, 11 Hartney Chambers

LONDON, ENG - - 88 Fleet Street, E.C. E. J. Dodd Telephone, Central 12960

NEW YORK - R. B. Huestis, 115 Broadway, New York Telephone 2282 Cortlandt

FRANCE - - - - John F. Jones & Co. 31bis Faubourg Montmartre, Pari

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

SUMMARY OF THE YEAR.

The sending out of circular letters from this office to manufacturers, jobbers and retailers, asking for information relative to the volume of trade done during the past year and the prospects for the year that is ahead, has resulted in the collection of an interesting array of facts. The replies received are summarized in this issue.

It is conceded by all that 1910 was a year of splendid progress and, in this connection, the replies differ only in the measure of their enthusiasm. Some consider the past year the best on record, others are more conservative in their estimates of the progress made. Opinion is almost equally unanimous on the score of future prospects, our correspondents seeing no reason to doubt that the prosperity of 1910 will continue unabated through 1911.

Replies received from retailers contained interesting news and views, in many cases. The information solicited from the retailer was largely with respect to the Christmas trade, and it was gratifying to note that, with rare exceptions, hardware merchants had found their holiday business much better this year. The improvement was due, in a great degree, to the fact that hardwaremen were more zealous this year than ever before, perhaps, in their efforts to secure a share of the trade. New methods were adopted, advertising was resorted to more generally and good window displays were made.

PLAN A COLLECTING SYSTEM.

One of the most gratifying features of the past year's business was the fact that collections were good. No surer proof than this is required that conditions generally throughout the country were excellent. Wholesale and supply houses found that their customers paid promptly and cheerfully and in a very few cases only have retailers reported difficulty in making collections.

The collection end of the business is undoubtedly one of the most essential. Where business is not conducted on a strictly cash basis, quite a formidable proportion of sales will be made on credit. The success of the business will depend largely then on the ability of the merchant to realize on his outstanding accounts. Collecting, under ordinary circumstances, is not an easy matter. Few men display much readiness in meeting bills and the longer the account runs the harder becomes the settlement thereof. It is necessary then for a dealer to attend to collections promptly if he desires to get the best results. Collecting should never be "put off"; the persons owing accounts will do all the putting off that the business can stand. The successful merchant will never for a day lose sight of his account books, and will not permit himself to give up any particularly slow pay customers in despair, believing that by persistent and unremitting effort the pocket of the recalcitrant debtor can always be reached in time. Collecting is not a pleasant task but it is so absolutely necessary that no dealer can afford to shirk it.

Lack of success in making collections is generally due to lack of system. Spurred on by the generally satisfactory condition of affairs during the past year, hardwaremen would do well to plan out carefully a collecting system for the new year, and adhere to it rigidly.

SALES A FIRST CONSIDERATION.

Stock-taking time is now at hand. Many hardwaremen are already well into the work; others are prepared to commence at once. In this connection, each merchant should make it a point to see that business does not suffer during the interval that the inventory is being made. Methods of stock taking should be so arranged that trade would be interfered with as little as possible.

It is a difficult matter, particularly in a small store where the staff is limited, to take stock and attend to customers at the same time. The clerks give prefunctory service, dismissing customers as soon as possible in their desire to expedite the seemingly more pressing business of the moment. This may be unavoidable in some stores, due to a lack of proper system, but it is very unfortunate from a business standpoint. Customers resent any appearance of indifference on the part of the man behind the counter. They feel that they are giving their custom and are entitled to the fullest attention. It is wise, therefore, to plan stock-taking so that it will be possible to continue the store trade in the meantime on a business-like basis. This can be done by planning the work ahead of time, and preparing for it systematically, so that all the work will not be crowded into one busy fortnight. In a small store one clerk should be always ready to attend to the wants of customers, and, if necessity arises, the rest of the staff should be prepared to turn their attention at once to sales.

Stock-taking is a time of hurry and bustle, of hard and strenuous days. An effort should be made, however, to maintain an even front to customers. Courtesy in a clerk is a quality that draws trade and, although it may cost some effort to meet store patrons during stock-taking with willing urbanity and an endeavor to please, it will be found to pay.

STOP TALKING HIGH PRICES.

The price of paint at the present time is, comparatively speaking, very low. Mixed paints cost more now than they did two years ago, but the advance has not been at all in keeping with the increase in the cost of the materials used. The advance in the cost of living has been very marked of late years and practically all commodities have become much dearer than a few years ago. But, while other goods have gone up in cost with a rush, paints have seen but a comparatively small and slow increase. Paint dealers have hesitated to make advances, preferring to bear the burden of loss themselves rather than put it on the consumer. Compared with the prices charged for other commodities, paint today is cheaper than it was some years ago.

Paint dealers should change their tactics in recognition of this fact. Instead of talking of the high price of paints, they should enlarge on the lowness of present figures. Instead of apologizing to a customer for the sum charged, merchants should point out that the article is selling cheaper than the cost of production and the relative prices of other goods warrant. Customers will begin to see that they are getting full value for their money and will be more inclined to buy readily.

The same should apply to salesmen and travelers. Not until all "high price talk" has been stopped will it be possible to convince that the present price of paints is low.

GREATEST BENEFITS NOT OBTAINED.

The idea of "shopping weeks" and "shopping carnivals" is being readily taken up in different sections of the country. Designed with excellent intent, trade stimulants of this description will

undoubtedly do much good. Reports from the old country, where the idea originated, lead to the impression, however, that the merchants who take it up are prone to show lack of continuity in their efforts. In fact, they permit trade conditions to lapse back into the ordinary humdrum after the one week of stimulated activity is over. A writer in the current number of "Ironmonger" says:

"Some time ago I happened to be in a large manufacturing town at a time when the local tradesmen had given themselves over to one of those carnivals known as "shopping-weeks." The affair had been admirably organised, the shops were all specially attractive, the town was gaily decorated, the streets were thronged with spectators, and for one week at least trade was on the boom. I have been in the town since, and found that no one appeared to be the worse for the outbreak, but neither did anyone seem the better. The shop-window displays had assumed their ordinary respectable decorum, and the shopkeepers had plenty of time to grumble at the House of Lords or at the Shops Bill, as their fancy dictated. It struck me then that one shopping week out of fifty-two is not good enough."

If such is the case where all such demonstrations are carried out, the idea has missed fire. The chief good that a shopping week could do would be in a sense educational—stirring up the merchants to more practical methods and greater efforts and inculcating the benefits of proper publicity measures. The increased business done during the week should be deemed secondary to this one prime consideration. If shopping weeks succeed only in effecting temporary improvement in business, they are not realizing the possibilities to the fullest.

PROTEST AGAINST THE BILL.

The present is a good time to interview the member for your electoral constituency in the Federal house about those Co-operative bills; during the holiday season he is likely to be home. But if you cannot see him personally, drop him a card and ask for his opposition to the measure.

Co-operative joint stock companies allowed to operate differently from any similar concern is class legislation and is dangerous to the stability of our commercial welfare. There is nothing on the statutes at the present time to prevent them being established as joint stock companies responsible to parliament. If this is done there will be few complaints on the part of merchants; but when these societies want permission (which is granted to nobody else) to form companies which are not responsible to parliament, there will be established a precedent which is almost sure to prove detrimental to business in general.

Unresponsible joint stock companies are an incentive to wild-catting. It will be remembered that at the time a certain co-operative store went into liquidation some months ago in a Canadian city, the promoters of the scheme were nowhere to be found. Some of the shareholders—most of them poor people who had recently come to Canada—were interviewed by the writer and in tears they told how those who had promoted the company had disappeared with the money they had with much difficulty scraped together.

If wild-catting can be so carried on under present conditions what may we expect under the conditions sought by those behind the Co-operative bills.

Each merchant should at once request the member for his constituency to oppose the bills and when the time comes each should be prepared to join the big deputation to Ottawa to protest personally against the passage of any such measure.

PRICE TAGS WERE USED.

Business ideas have undergone some radical changes of late years. For instance, not so long ago few merchants believed in displaying price tags on goods in widows. Some did not think it advisable even to have the price tagged on goods in the store so that customers could see for themselves. Cypher prices were much in use. They may have counted on arousing the curiosity of the customer, of getting him interested in the article and then breaking the price to him gently. Certainly they did not take account of possible customers who were looking for articles of a certain price and who went away when they could not find what the goods in the window cost.

It is different nowadays. During the recent Christmas shopping season it was the rule to place price tags on articles in windows rather than the exception. Conspicious cards with prices boldly marked, greeted the eye on every hand. Store windows had an added interest and, we believe, were more generally watched, as a result of the opportunity they presented of "getting a line" on prices. The business man looks askance at innovations and changes, but he is not slow to take up a new idea when convinced that it is a wise one.

Some stores through the holiday season adopted the plan of withholding price tags until the last week before Christmas. The plan may have had some advantages, but it seems quite feasible that the adoption of this policy would lead to a great rush of trade on the last week—the very thing that most merchants endeavor to avoid.

EDITORIAL NOTES.

Pay attention to the paint trade and it will pay profits to you.

Hardwaremen are beginning to draw a fairer share of the Christmas trade.

"If I get just one new customer a month through advertising," said a progressive retailer, "I feel that it was money well spent." Think it over.

January should be clearing up month in the hardware store. Emulate the worthy housewife who relentlessly chases out every speck of dirt and dust when house cleaning time comes.

A special policeman in Hoboken, N. J., carried off a stove from the police station, which was still so hot that he had to use stout gloves. Who will say that stoves are not in demand?

Prosperity perched on the banner of the hardwareman in 1910. It will take more than the pessimistic predictions of prophets of gloom in the United States to drive it away during 1911.

Hardware and Metal's Christmas window competition has awakened a widespread interest and entrants have registered in all parts of the Dominion. Many photographs have been received and the work of judging promises to be no mean task. The results will be announced next week.

A ship-builder who could construct a vessel all ready for the water and then not launch it because he couldn't afford tallow to grease the ways, would be a fit candidate for a lunatic asylum. Yet he is no worse than the dealer who has built up a business and then refuses to float it upon the sea of business because he cannot afford to advertise. —Commercial News.

If "an institution is but the lengthened shadow of one man," some hardware stores are hardly a credit to the merchants they reflect. It is equally true that the public estimates a man by the standard of his store. If it is well managed, bright and busy, the proprietor ranks high in the minds of his fellows. If it is poorly run, dusty and unattractive, the proprietor stands low in public esteem.

How Stoves Can be Sold This Month

Methods Adopted by Dealers in Various Sections to Stimulate Sales at all Seasons of the Year—An After Stock-Taking Stove Sale Would be Effective—How Advertising Can be Made to Tell.

The stove is not a one season article; it can be sold at any time of the year. To be maintained on a continuous basis, however the stove trade requires energetic handling, and different methods must be adopted at different seasons of the year. In the fall, the trade comes to the dealer; at most other seasons, the dealer goes after the trade. It is always possible to stir up business, but, in order to do so, a dealer requires to have an understanding of conditions and a certain amount of ingenuity.

To the merchant who is anxious to sell stoves during the winter months, but does not see how interest can be created, a recital of mehods adopted by other men will be of interest. John Moxon & Son, of Picton, are credited with an amount of business truly phenomenal. Mr. Moxon believes in advertising and he knows how to use printer's ink effectively. He carries advertising space in the local papers and also makes use of the news columns, inserting "locals" regularly. In these news items, he has made it a practice to insert a list of persons to whom stoves have been sold. As the business done has been extremely brisk, these lists have often been quite unusual in size. Some days it has been possible to publish a list of six or eight persons who had bought stoves on the previous day. It has been not the exception, but the rule rather to have new lists for each publication.

Mr. Moxon does anything that can be done, in point of advertising, to bring trade to his store. But, like Mahomet, who went to the mountain rather than wait for the mountain to come to him, this enterprising merchant goes out after the trade as well. He has salesmen out through the district and does a thriving country trade. All seasons look alike to Moxon and Son and they have sold stoves when the thermometer registered 80 in the shade, as well as in the middle of winter.

Co-Operate With Coal Men.

It is a not uncommon device to work in concert with the coal dealers. Cases have been known where coal men have made it a point to notify stove dealers of places to which coal was delivered. Households where the consumption of coal seemed to be heavy, would receive a call next day from Mr. Stove Dealer.

The time would be ripe to engage the man of the house in talk on the question of heating expenses. It would transpire perhaps that the stove or furnace used was a heavy consumer or was old and ineffective. Adroitly turning the conversation to serve his own purpose, the dealer would soon have full swing for a talk on the benefits of a new and up-to-date stove, the added comfort and the saving in coal bills. A sale might not be made but the first step—and a most important one—would have been made.

The first step is to arouse interest, to introduce yourself or your goods to prospective purchasers. An ex-commercial traveler, now in business for himself in a Western Ontario town, has adopted methods which show that he has not forgotten his early training "on the road." He believes in personal canvass, and some of his methods of gaining an introduction into homes are, to say the least, unique.

One day he rapped at the door of a comfortable looking dwelling and greeted the lady of the house, who answered the summons with: "Good afternoon. I have come to see about the stove."

"I was surprised to hear," he continued, without giving time for a response, "that you were inclined to think the stove we sold you a heavy consumer. The first complaint we have ever heard. Madam, we will take the stove back and give you a new one or guarantee to remedy the trouble without expense. That is our method of doing business."

"There must be some mistake," said the lady of the house, "our stove has not been working well, but we did not buy it from you. We've had it for twelve years."

Had used their stove for twelve years and now found it was not working well! What better argument could a dealer want to effect the sale of a new and up-to-date heater? He gained permission to inspect the stove, pointed out the need for a new one, and a day or two afterwards installed a new heater.

This same dealer found pretexts of one kind or another to visit most of the homes in the town, and to talk stoves. His business was good—as he deserved. All merchants do not possess the suavity of manner and ingenuity of conception to carry out successfully a campaign of this kind. They can, however, apply methods of a somewhat similar nature to their advertising and make their personality show in every line of type in their ads. Get the ear of the man who needs a stove, and you will get his trade. People need stoves in winter; they feel the need of new heaters at that time of the year more than any other season. It should be possible to sell stoves right through the winter months. Some men do it, and all dealers could, if they made the necessary effort.

All the Year Around.

The stove trade can be made steady the same as any other hardware branch. It should be recognized that not all people are "opportunists" in making purchases. Many undoubtedly do not give thought to any matter until the necessity rises up and stares them in the face. If they need a new stove they think of buying it only when cold weather sets in. It is this take-things-easy attitude that makes the fall trade in stoves so invariably busy. But there is, on the other hand, a class of household economists who buy when they find it pays them best. People of this class purchase straw hats in early spring or late fall, and Christmas presents in September. To them it is quite possible to talk stoves at any season of the year.

"I attribute the growth of my business to this one fact," says Geo. Elliott, stove and hardware dealer, Brantford. "I have redoubled my efforts to sell stoves during the summer months, and never allowed the line to drop out of sight. During the past summer, I have made sales right along. This continual, all the year around campaign has associated my name with the stove trade in the public mind more firmly than a mere seasonable effort would do."

Mr. Elliott is a believer in printers' ink. He takes liberal space in the local papers, and uses it to advantage. His reading matter is always catchy, and he uses illustrations to advantage. The plan that he pursues is to use a large space several times a week rather than a small space every day.

During the summer he makes his advertising even a little heavier than usual and hammers away on the subject of stoves. A steady volume of trade results and Mr. Elliott has seen his business grow very materially, due in a great degree, he believes, to this policy.

To hark back to matters of more immediate interest, the possibilities of early winter sales are so good that no merchant should neglect at this season of the year to exploit his stove line. Even if a most satisfactory fall trade was done, the dealer cannot afford to rest on his oars. If he goes after the trade, it will meet him half way.

The most effectual method to adopt at this time of the year is to advertise as heavily as the scope of the business will allow.

"I believe stove dealers at the present time should be prepared to spend 5 per cent. of the value of the stoves on their floor on advertising," said the advertising manager of a stove manufacturing company.

"To my mind," he continued, "the main consideration at present is a cash one. People are not overloaded with currency just at present and advertising matter should contain references to price, strongly worded."

Hardware and Metal is in receipt of a souvenir book compiled by the Winnipeg Development and Industrial Bureau. It gives a concise statement of Winnipeg's growth and contains interesting illustrations of the Western metropolis.

How Merchants Can Improve Salesmanship Methods

Clerks Model Themselves on Their Employer—Policy of Store Must be Directed from the Standpoint of Sales Making—Some Instances Gathered to Show Where Merchants Have Shown Energy and Where They Have Failed.

"The standard of salesmanship in a store will be in direct proportion to the progressiveness displayed by the proprietor in his business methods," was the terse statement of a successful hardwareman and wholesaler.

The proprietor of a store is himself the model to which his staff of clerks will conform. If he is brisk, attentive to business and a hard worker, the clerks will catch some of his spirit. If he is lax, careless and a frequent absentee from the store, he must expect his staff to become a lot of work shirkers.

A merchant now-a-days expects more from his clerks than mere automatic sales-making. They are supposed to push the sale of certain goods, to politely call the attention of customers to articles in the store which might reasonably be expected to interest them and, generally speaking, to create trade.

To ensure a lively campaign along these lines, the merchant must provide his men with plenty of ammunition. It devolves on him to place in the store attractive and useful lines which will give the clerks a chance to create business; and, further, to see that the store is kept clean, bright and up-to-date. If the store is always attractive and the goods well displayed, customers will be drawn in and the clerks given a chance to show their powers of salesmanship. The role of the clerk begins when the customer enters the store; it devolves on the proprietor to bring the customer.

Salesmanship, then, is divided into several stages and the first stage must be looked after by the merchant. How many merchants realize this?

How It Is Done.

Customers are won in various ways. The good repute of a store, its bright appearance, its well assorted stock, its window displays and its advertising—all are prime considerations. If a merchant sees that these points are attended to, he will bring a large share of patronage to the store. If judgment has been shown in the selection of clerks, he can safely leave the rest to them.

How Demand is Created.

Many cases could be quoted to show how wideawake merchants have created a demand for goods they have in stock. Here is a typical instance.

A hardwareman in a western town hit on the idea last winter of renting carriage heaters for the use of sleigh-ride parties. The extra comfort attracted the young people and appealed even more strongly to the mothers who were prone to trace effect back to cause and blame the sleigh-ride of the night before for the sore throat of the morning after. Mothers, in fact, became quite enthusiastic and insisted on the heaters with as much firmness as on a chaperone. The ingenious merchant made quite a tidy sum of money.

This fall the advent of hydro-electric power meant a complete revolution in industrial circles in certain western Ontario cities and towns. Realizing that factories would require new motors to use the Niagara "white coals," Conrad Bros., of Waterloo laid in a supply of hydro-electric motors and secured contracts for a large number. The profit on the orders rewarded them for their enterprise in acting on the chance thus presented.

There are opportunities for the display of like ingenuity cropping up nearly every day. How many merchants make an effort to grasp them?

The Wisdom of Branching Out.

A business, like everything else, cannot stand still; it must either go ahead or go back. The merchant who sticks to his regular line of goods and who shuns the introduction of new lines, stands in great danger of going back. Competition is continually cropping up in new quarters. The bicycle repair man, the electrical goods dealer, the boot and shoe merchant and the handler of sporting goods are daily encroaching more and more on hardware preserves. They are bound to take away some of the hardwareman's trade and his only resource, to speak figuratively, is to "carry the war into Africa." He must make up for his losses on the hardware goods handled by the new competitors, by himself dealing in goods which they have hitherto carried exclusively. He will find that all of the above named dealers are carrying some line which would not be at all out of place in a hardware store.

Took Orders for Shoes.

Here is the way a young Toronto hardwareman compensated himself for the inroads of a neighbor.

"Right around the corner is a boot and shoe store," he told the writer, "and last winter they started in to handle skates. Now, you know, when a person starts out to buy hockey skates, they often go to get their boots first. This shoe man not only sold them the boots but generally managed to sell them the skates before they left the store. He began to take the cream off the skate trade in this section.

"But I wasn't going to be beaten without putting up some kind of a fight. I arranged with a boot manufacturer to sell his make. I didn't lay in a stock but just secured samples and, do you know, I sold several dozen pairs of hockey boots by sample during the winter. In addition I got back the bulk of my skate trade and, I guess, more than broke even with the man around the corner."

This enterprising dealer is now contemplating laying in a stock of hockey boots and intends as well to manufacture tube skates, as a side line. He does not believe in standing still.

Driven into Profits.

The writer dropped into a hardware store recently, where a rather extensive stock of lighting fixtures was carried.

"What started you in this line?" he asked.

"Well, to be candid," the proprietor replied, "I was driven into it. And it has proven a pretty profitable business."

"A couple of seasons ago," he went on, "a customer dropped in to look at some locks. I showed him what I had and quoted prices.

"'You are high in your price,' was the answer. 'I can get them cheaper down at Smiths.'

"'Why, man, Smith doesn't handle hardware,' I told him. 'Smith is a dealer in electrical supplies.'

"'Well, he handles hardware just the same.'

"I sent out to investigate and found that Smith had recently laid in a small stock of hardware lines. I had to make up in some way, so I just went ahead and stocked up in gas and electric lighting fixtures. So far I have been unable to detect any falling off in my sales in builders' hardware but the revenue from the fixtures has certainly been well worth having."

That merchant is a salesman. He is ever ready to accept new chances and to retrieve losses.

A Study in Contrast.

By way of contrast, enter a dingy, little store in a certain western Ontario town. The interior is stocked right up to the ceiling; but it doesn't take much to fill so small a place. The proprietor carries only a limited variety of goods. He has been in business for thirty years and does not seem to have added once in that time to the list of goods in which he deals.

"I don't believe in new-fangled things," he states. "I stick to the old lines and don't go in for fads. How has trade been? Well—— fairish." It was apparent that he tried to speak as enthusiastically as he could of business conditions, for the benefit of the visitor. Even "fairish" was an exaggerated term to use in describing the business carried on in that poor little, antiquated shop.

The proprietor was not in any sense a salesman. The town had grown; but he had not. Some factories had located there but he had not seen the opportunity to stock up in mechanics' tools. His competitors had done so, however. An electric lighting plant had been started and the other hardware stores handled all the fixture trade of the town. The proprietor of the dingy little store did not bother with fixtures, however; they were "new-fangled" and "fads."

There is a striking contrast in "salesmanship."

Don't Leave it to Clerks.

Salesmanship does not belong to the clerk alone. A merchant cannot hope to succeed if he sticks to his books and allows the clerks to direct the selling policy of the store. Salesmanship must be at the bottom of a merchant's plan of business; to be successful he must direct the policy and the management of the store from that one standpoint.

Straight Talks on Hardware Salesmanship

TALK No. 9 BY VICTOR LAURISTON

Remember that day you had just moved into the new store and Jones—personal friend of yours—came puffing in to buy a set of nut-crackers his wife had been bothering him to get for a month past. He was in a hurry to keep an appointment of some kind, but, seeing that your store was open, thought that with a couple of minutes to spare, he'd have time to make the purchase.

"Nut-crackers?" repeated your junior, who hustled to wait on Jones. "Certainly. Just wait a minute."

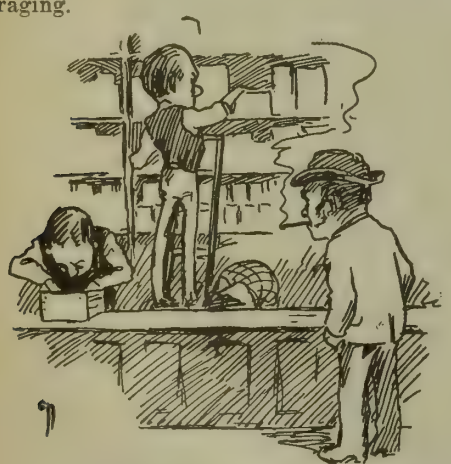
He switched around and commenced fingering things on the shelf behind him. Then he tried another shelf.

"Just wait a minute more while I look on the next. They're sure to be there," he commented, anxious to hold the customer patient.

And he looked on the next.

"Not there, either," he commented. "They must be upstairs."

And, very obligingly, he raced upstairs to search for a fifteen cent nut-cracker. It was when he had returned, empty-handed, that you were called in to pacify your personal friend Jones, who, manifestly worried by the fact that he was twenty minutes overdue already for that appointment, was stamping his heels, glaring about the store, and muttering things under his breath. And it was only after three members of the staff had made a protracted search that those nut-crackers were unearthed, and Jones went on his way, outwardly trying to remain composed but inwardly raging.



Three of the Staff Joined in the Search.

You were moving then: hence, the difficulty was excusable. But is your store one of those which (so far as finding articles is concerned) are "always moving?"

Are your clerks every now and then rushing frantically about, asking each other what has become of those coffee percolators that used to be on the second shelf, and wanting to know if the pale blue floor paint is all sold out? With, all the while, a customer waiting—and not only waiting, but wondering how long his sentence will be, and, furthermore, vowing inwardly that he won't risk another.

An article promptly produced is half sold. And, if your clerks can't promptly produce any article in stock, it spells lack of system.

Goods on the surface must be ever changing. The face your store presents to the customer must always have in it something new. The window displays should always offer something with a new appeal. But, beneath the surface, have the store arrangement definite and fixed, unchangeable as the laws, of the Medes and Persians.

Maybe an assortment of articles has been brought down from the shelves to stimulate the customer's selection. The customer makes his choice. The clerk is in a hurry, and simply jams the whole assortment into the most convenient vacant space on shelf or counter. Next time a call is made the article can't be found in its usual place. In the bustle of business, the real location is forgotten. "Sold out," concludes the clerk; and jots down a memo to re-order. The customer goes out to buy elsewhere—and after that, sooner or later, the goods come to light, and there is gnashing of teeth, especially if the re-order has gone in.

It's not always convenient to replace articles in their right place immediately. That, however, is no excuse for putting them in the wrong place. Have a section of the counter as a sort of half-way house—a place where you can pile small stuff of all sorts till the inevitable quiet moment comes, and you find leisure to restore the goods to their right place on the shelves. It will save time—your customer's, and your own—in the long run. It will save sales.

SUCCESSFUL CONVENTION.

The annual convention of branch managers and salesmen of Brandram-Henderson, Limited, was held at the head office of the company, Montreal, on the 20th, 21st and 22nd of December. The convention was the most successful ever held so far, and included not only the salesmen from Canada, as in the past, but also Ralph Blakeney, whose ground is in the British West Indies. The delegates were welcomed by the president and general manager of the company, Joseph R. Henderson, after which the time was taken up discussing the prospects for business during 1911. On the second day of the convention an address on some features of the past year's paint trade and prospects for 1911, was delivered by G. M. Edwards; a talk on B-H Varnishes by George Henderson, and advertising for 1911 by J. Irwin. On Tuesday night, the management and all the representatives attended the Grand Opera in a body, and listened with a great deal of pleasure to the performance of "Carmen." On Wednesday, with Mr. E. W. Charlton in the chair the salesmen offered suggestions for increasing business during 1911.

The following were present: Messrs. J. R. Henderson, president and general mangaer; G. M. Edwards, J. Irwin, E. W. Charlton, W. H. Smart, G. Lemoine and F. A. Markum from the Province of Quebec and Eastern Ontario; George Henderson, W. R. Church, Colonel Parsons from the Maritime Provinces; Ralph Blakeney from the British West Indies; A.W. Poole and H. B. Shuttleworth from Western Ontario, and E. B. Loucks from Winnipeg.

A Banquet Held.

As at the last convention, the great social event of the proceedings—the banquet—was held at the Place Viger Hotel. The dining room was beautifully decorated, while the menu was worthy of the occasion. Jos. R. Henderson, president and general manager, took the chair. After the loyal toast, E. W. Charlton proposed the health of the chairman, eulogising the great work of Mr. Henderson, and referring to the esteem with which everyone regarded him.

Mr. Henderson was pleased to say that the convention had been most successful, and he thought that both management and traveling staff would greatly benefit by it. Brandram-Henderson were going to embark once more this coming year on an extremely progressive policy of advertising, as would soon become apparent. He would ask the salesmen to associate with it the advantage of the follow-up system. This was a force that we had very successfully proven to be extremely helpful to the merchant, and entailed little work upon the latter.

He was confident that not only Brandram-Henderson, but all businesses properly equipped, would have a most prosperous year before them.

Mr. George Henderson proposed the "boys," including the branch managers and referred to the value of optimism based on good solid grounds, in the securing of orders.

Col. Parsons spoke of the value of a convention such as this had been. A salesman with this plant behind him could not but help feel that he must bring in results.

Mr. Loucks, the Winnipeg manager, referred to the great help that the visit had been to him. He was now able to understand how Brandram-Henderson had been able to gain the reputation they had.

News and Methods of Canadian Hardwaremen

Municipal Honors Achieved by Hardware Dealers—J. H. Ashdown to Establish Warehouse in Saskatoon—Ottawa Merchant Moves into New Quarters.

HARDWAREMEN IN COUNCIL.

Guelph.—Two local hardware merchants won places in the city council, H. Occomore and S. Penfold, the former securing 937 votes and the latter 904. This is Mr. Occomore's first venture into the arena of municipal politics and his election is therefore doubly creditable. Mr. Penfold is an old civic servant, he having done yeoman service at the aldermanic board many years. His work last year as a member of the council was chiefly marked by his determined stand for a subway on the Grand Trunk line at Neeve street. His efforts in this direction were finally rewarded with success.

HARDWARE MERCHANT LOST.

Brantford.—Ross A. Rastall defeated W. R. Turnbull for Mayor by 160 votes, the victor securing 1,961. Mayor Rastall has been an alderman for the past three years and Mr. Turnbull, who is of Turnbull & Cutcliffe, hardware and stove dealers, had also been a member of the board.

MOVES TO NEW STORE.

Ottawa.—This week W. G. Charleson moved his store to the corner of Rideau and William streets. The new premises have been extensively altered and improved and every facility is provided for carrying on a thoroughly modern hardware business. Mr. Charleson intends to branch out and carry a larger stock than before.

For some weeks back, he has been conducting a twenty per cent. discount sale of all shelf hardware in the old premises and has attracted wide patronage. The sale is being continued in the new store.

The old Charleson store is one of the oldest commercial buildings in Ottawa. For perhaps sixty years it has been occupied uninterruptedly as a hardware store.

WENT AFTER TOY TRADE.

Goderich.—M. W. Howell went after the toy trade with some vigor this Christmas, and reports pretty good success. Coupled with newspaper advertising, was a large window display of attractive toys, and on evenings previous to Christmas, Mr. Howell had a lad, wearing a comical mask in the window to operate some of the numerous mechanical toys. This was a new feature, and kept a crowd around the window at all times. The other window was devoted to Christmas gifts of a more solid nature, tableware and ornaments.

Charles C. Lee has an extra long window, taking in the space formerly used as a door, and this was given up to holiday goods, gift articles, skates, etc., all displayed in a style which did credit to the abilities of "Bob" Craigie, his window dresser.

FIXED ASSESSMENT GIVEN.

London.—Burley Bennett, the Pere Marquette conductor, who was elected alderman this week, will open a hardware store on Talbot Street, report says.

The electors voted fixed assessment to the McClary Mfg. Co., Geo. White & Sons, Wortman & Ward, London Brass Co., E. Leonard & Sons, and also to McCormick & Perrin's biscuit factories.

McClary's have purchased about 24 acres of land between Trafalgar Street and the Thames, with a view to increasing the south end plant later.

Lt.-Col. W. M. Gartshore, general manager of McClary's, was elected to the hospital trust by the largest vote polled in the city.

McLean Brothers, Talbot Street, are taking time by the forelock with a window display of churns and washers. Their store fronts on the market square.

HARDWARE HOCKEY STARTS.

Montreal.—The Montreal Wholesale Hardware League opened last night, at the Victoria Rink with two games:—Canadian Fairbanks Co., Ltd. vs. Thos. Robertson Co., Ltd.; and Frothingham & Workman vs. Lewis Bros. Ltd.

Attendance was larger than any other in the history of the league, more than five hundred spectators being present.

The first event was very exciting, no score being made by either side during the first half, while in the second half the Fairbanks team scored two games in quick succession, thus winning the game with a score of 2 to nil.

Frothingham & Workman and Lewis Bros. were the contestants in the second game which was also an interesting event. The contest was very even and both teams played good hockey. This game ended in a win for Frothingham & Workman with a score of 3 to 0.

TO BUILD WAREHOUSE.

Saskatoon.—J. H. Ashdown, of Winnipeg, known as the hardware king of the west, proposes to erect a warehouse in Saskatoon in the spring which will make the city the distributing point of the province for the firm. Mr. Ashdown was in the city recently when he concluded negotiations for the land which will form the site for the new warehouse, and he then intimated that construction would commence with the opening of the building weather.

Prize Sporting Goods Window Awarded Prize

First prize in Hardware and Metal's sporting goods window competition for places over 5,000 population, was won by W. G. Colville Co., Fort William, Ont. G. R. Colville designed the window, a reproduction of which is given. It was in every sense, a good window display, showing originality and much care and ingenuity in the carrying out of details.

The bottom of the window was thickly covered with dead leaves and pieces of rotten logs, which gave the appearance of real underbrush. The "shack" was covered with tar paper. Inside was a rough table with cards and at night a candle was lighted and put on the board. On a shelf in the hut, in position where it could be seen from in front, was a Gillette safety razor and a small mirror, such as a hunter would use. The name of the hut "Grumblenot" was printed on a cardboard.

When a window dresser sets out to depict a hunting scene, he finds his task no light one and the success achieved by Mr. Colville entitles him to much credit.



Window in W. G. Colville & Co.'s Store, Fort Williams, Awarded First Prize in Sporting Goods Window Competition for Places Over 5,000.

HARDWARE TRADE GOSSIP

Ontario.

The Latchford Hardware Co., has suffered loss by fire.

A joint stock company, to be known as Mulhall Hardware Limited, is being formed to take over the business of Robert Mulhall, Ottawa.

S. E. Eakins, hardware merchant, Millbrook, writes to the Toronto News to say that in one year he had ten white Wyandotte pullets lay 1,558 eggs which sold at an average of 35 cents per dozen and netted him over $45.

A large framed picture of the plant at Welland of the Page-Hersey Iron Tube and Lead Co. has been sent to Hardware and Metal. This industry is rapidly becoming one of the most extensive in the province, as the size of the present plant attests.

Biggs Bros., who recently carried on a hardware business in North Cobalt have located in New Liskeard on Whitewood Ave., and are specializing on shelf hardware. They were originally from Pembroke and are good lacrosse players. New Liskeard now has four hardware stores.

W. G. Charleson, Ottawa, has moved from the corner of Rideau and Mosgrove streets to the corner of Rideau and William streets. The building just vacated has been occupied for upwards of sixty years as a hardware store, Mr. Charleson's connection with the same extending twelve years.

Frank S. Sheppard, who some few months ago represented Wood, Vallance & Co., as city salesman at Toronto and Hamilton, spent New Year's holidays with friends in Toronto Frank is traveling through northern Indiana, representing the Van Camp Hardware & Iron Co., Indianapolis. He makes his headquarters at Plymouth, Ind.

Carman King, who has been in Hill's hardware department, Markdale, for the past six years, has severed his connection with the firm and has left to assume his new position as traveler for the R. S. Smith Co., saw manufacturers, St. Catharines. His territory will be Nova Scotia, New Brunswick and Prince Edward Island. Mr. King was chief of the Markdale Fire Brigade, a member of the citizens' band, the Methodist church choir and the local football and lacrosse teams.

Quebec.

Morency, Cote & Co., hardware, Montreal, have assigned.

Brault Freres, hardware dealers, Montreal, have registered.

A. W. Hodgons, Campbell's Bay, tinware and stove dealer, has been burned out.

Fire broke out in the hardware store of L. Giroux, 605 St. Catherine Street, Maisonneuve, doing damage to the extent of $300. Four hand extinguishers were used by the firemen to put out the blaze.

Ald. N. Lapointe, Montreal, has stated his intention of proposing an amendment to the charter, article 300 of the law 62 Victoria, chapter 58, to prohibit the sale of pistols, guns, knives, daggers and other offensive arms to persons other than tradesmen, except upon the presentation of a permit from the chief of police or the chief of the detectives.

Owing to the resignation of the firm of Caverhill, Learmont & Company from the Montreal Wholesale Hardware Hockey League, an application was accepted from the James Walker Hardware Company, Limited, of St. James street. The admission of the Walker Hardware Company was well received by the different firms comprising the Hardware League, and a successful season is looked forward to.

The firms now comprising the league are:—

Thomas Robertson & Co., Limited; Frothingham & Workman Co., Limited; Lewis Brothers, Limited; Strake Seybold, Limited; Canadian Fairbanks Co., Limited; James Walker Hardware Co., Limited .

Western Provinces

H. W. Storey has opened a hardware store at Camrose, Alta.

Eugene Clark, Viking, Sask., has sold his hardware business.

Arthur Latham, Moose Jaw, has moved into a larger store.

The J. W. Glover Hardware Co., Vernon, B.C., have moved into larger quarters.

B. A. See & Co., Semans, Sask., are having a large warehouse built and will carry a stock of oils .

Thos. Boone, Deloraine, Man., has closed his branch furniture and hardware store at Waskada.

Falconer & Johnson, hardware dealers, Stewart, B.C., have dissolved partnership, F. M. Johnson retiring.

The store and hardware stock of F. & J. Fields, Ostenburg, Man., was completely destroyed by fire.

Renter & Spalding, hardware and harness dealers, Lowe Farm, Man., have been succeeded by C. A. Spalding.

W. D. Cameron, Elgin, Man., who has disposed of his hardware business to Ross & Smilie, is taking a trip to the coast.

T. J. Trapp & Co., New Westminster, B.C., have sent out a handsome large calendar, containing a picture of Melrose Abbey.

Frank M. Jackson, who up to last year was in the employ of W. D. Cameron, has purchased a hardware business in Mortlach, Sask., from James Lawrence.

The Canadian Malleable and Steel Range Manufacturing Co. has been granted a license in Manitoba. Samuel W. Randall, of Winnipeg, will be manager for the province.

Charles Stark, of Sintaluta, Sask., manager of the tinsmithing and plumbing department of Watson and Valleau, is in the east on a tour. He visited J. W. Valleau, Hastings, on his way to his home in Quebec.

Charles Haines, Glen Ewen, Sask., has purchased an interest in the hardware business recently sold by T. S. Rank to W. W. Winteringham and the new firm will be known as Winteringham and Haines. Mr. Haines is an experienced tinsmith.

H. E. Burgess has severed his connection with Brown & Mitchell, Brandon, to take a position with the McClary Manufacturing Co., with headquarters at Dauphin. Mr. Burgess has acquired a good reputation as a designer of window displays and has won prizes in Hardware and Metal competitions. He writes: "I appreciate the merits of your journal and would not care to be without it."

Maritime Provinces.

Fred.Melick, of the staff of R. Chestnut & Sons, Fredericton, N.B., has accepted a position with Emerson & Fisher, St. John. Sydney Smith, of the same staff, has accepted a position as traveling representative in New Brunswick, for Brandram & Henderson.

United States.

A convention of the Pratt & Lambert salesmen was held at the headquarters of the company in Buffalo this week, beginning Monday and ending on Friday. All representatives from all parts of the United States, Canada and Mexico were present, as well as the managers and department heads of the New York, Chicago and Bridgeburg, Canada, factories.

NEW AGENCY ESTABLISHED.

W. B. Morrow, for many years one of the buyers for H. S. Howland Sons & Co., Ltd., Toronto, recently severed his connection with this firm to branch out for himself in the Agency business. He has established an office at 100 Church St., Toronto.

Before leaving he was, "after a few fitting remarks," presented with a beautiful traveling bag, by the travelers and heads of the departments.

Mr. Morrow has been successful in securing a number of good agencies, one being that of Joseph Elliot & Sons, Sheffield, England, makers of the celebrated T+C brand cutlery, which is a well known make in the Canadian market.

Another widely known line is that of shaving brushes, manufactured by Henry Rynehart & Co., New York and Brooklyn, makers of the "Evertite" brand of set-in-rubber brushes. They also make a very large range of the regular set-in-cement brushes.

During October and November he visited England and Scotland, calling on the firms he represents, and has familiarized himself with their various lines.

It is his intention to sell only the wholesale trade throughout the Dominion. The experience he has of the hardware and cutlery business, combined with his knowledge of the requirements of the trade, should be instrumental in making his undertaking a success. Hardware and Metal wishes Mr. Morrow every success in his new enterprise.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Jan. 5.—At this particular season when wholesalers and merchants alike are busy stock-taking, it is natural to look back over the past year and take an inventory of the conditions that have prevailed during the year.

The whole west in the first place has been very prosperous which prosperity has expressed itself in the tremendous building which has been done everywhere in the entire territory. Consequently, there has been a great rush for building material goods, including bar iron, corrugated iron and roofing, Canada plate, hinges, hooks and screws. As a consequence prices in all these lines have been held very strong, and during the year advances have been made in bar iron, Canada plate and corrugated iron. Had it not been that there was some slight drawback in the trade owing to the fear that the wheat crop was going to be very light the merchants would have found it impossible to get stocks in the complete range of building goods at any price. Therefore the slackness which prevailed for a period preceding the harvest to a very great extent saved the situation, and manufacturers were given an opportunity to turn out stocks which enabled the building to go on until winter set in.

The ordering all year for builders' hardware, kitchen utensils, farmers' supplies and threshers' supplies has been satisfactory and well up to the mark. During the year, shovels, lanterns, logging chains, and crow-bars, which are farmers' lines have been advanced. Prices in these lines, however, are at present stationary. Solder which began the year at 20c has been going up by degrees all season, and now the price is strong at 23c.

The stove situation in the West for the season of 1910 was one which called for careful ordering on the part of wholesalers and merchants.

The outlook in the opening of 1910 was very bright for all lines of cooking and heating stoves, and in fact all lines of kitchen outfits. Settlers were pouring into Canada from every direction and business looked good for all districts until June, when shortage of rain and excessive heat affected certain districts.

The drought in one section naturally made merchants in the better sections rather anxious until the crop was harvested, and as a result, few if any merchants in the West bought more than the actual requirements until the crops were assured.

In both the poor and good sections crops turned out much better than they expected, with the result that the rush came with a limited stock in the hands of jobbers and manufacturers, and this was quickly exhausted.

Merchants and agents are therefore left with very little slow moving or bad stock on hand and prospects for 1911 trade should be fairly bright.

The same applies to all lines of heating goods, including furnaces. The trade in the West has practically turned towards the higher grade of goods in the past year, paying less attention to cheaply made and low priced stoves than in any former year.

Owing to the advance in prices of raw materials, chiefly sheet materials and also cast iron, it is not unlikely that an advance in prices will be found necessary to meet the extra cost of this material, together with the extra cost of labor.

Makers promise new discount sheets in the near future.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted, $2.83; galvanized, $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-ihch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10½-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. **Lead Pipe**—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9½; lath yarn, 9½c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Paints and Oils.

The trade in all paints and oils is very quiet just now. This is what is expected by every body, but the season of 1911 looks very bright. Travelers are all out for the New Year, and the way sorting orders by mail have been coming in there is every indication that travelers orders will be very heavy for a full range. The fact that prices are all held stiff is an assurance that merchants will order freely in view of the fact that prices are likely to go higher.

Linseed oil is very stiff at the prevailing prices $1.15 for raw, and $1.18 for boiled. Varnishes are going out well to date, and will grow with the New Year's building which will not be stimulated until the spring. Turpentine is $1.10 and is uniform with the price of linseed oil, and ready to fluctuate with it. Putty and glass are not being called for, and will not be for some time. Mixed paints are going out fairly well and will develop from now on.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 25½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKET BRIEFS.

Toronto.

Tin—Up 2c.

MONTREAL.

Montreal, Jan. 6.—There is no relief in the tension in tin. The primary markets owing to the continuance of the bulling movement continue to remain high and as a result local quotations have been advanced 2c. Barring that, there is no change in the other metals. Though copper is slightly weaker in New York, local quotations have not been affected but the tendency to shade for good round lots is more pronounced. If this weakness is continued, local figures will assuredly be cut in sympathy. Despite the fact that this is the dead season of the year, trade has been very good and jobbers are surprised at the business that has been done, despite the curtailment in the working days of the week. As we have pointed out many times, smaller users are working on such low stocks that they are bound to buy. Of course the larger interests are pretty well supplied but it is anticipated that they will be in the market before very long. All metals have been in demand and it is surprising that, notwithstanding the high price of tin, this metal is holding it's own so well with the other metals; showing that, in all probability, were prices on a reasonable basis, very heavy business would be done.

Pig Iron.—The situation is practically unchanged and business is on the quiet side and the competition, that has been created by the American prices selling iron this side at cut prices, has naturally to react on British imported and domestic iron. There is, however, a very good feeling in the market and it is expected that business will quicken in a few weeks. We quote Summerlea, No 1, $21.50 to $22.00; Middlesboro, No. 3, $18.50 to $19.00; Canadian No. 1, $19.50.

Tin.—Tin has made another big jump owing to the conditions in the primary market and local quotations have been advanced 2c thus making jobbing quotations 44c; of course good round lots can be had at a better price but the concessions in these cases are not so marked as they have been in the previous weeks. Considering the time of year and these high prices, trade has been very good. Inquiries are very fair and it is evident that there is plenty of business waiting a favorable turn to the market.

Copper.—Prices are again unchanged but a weakness continues to be manifested in New York and it is expected that, if this continues, local prices will follow. Orders are on the small side but they aggregate a fair volume of business and merchants profess themselves satisfied with the way things are going.

Spelter.—Spelter remains steady and unchanged. Some of the larger users seem to be on the verge of re-entering the market as inquiries show that the market is being "felt." Spelter has had a splendid year and starts a new one under the most favorable trade conditions. Judging from industrial reports there will be an exceptional year in galvanizing.

Lead.—Again there is no change in lead and the market is inclined to be colorless but trading is of a fair description, although taking every thing into consideration this metal is not receiving such good attention as the others.

Scrap.—The market is sluggish. There is very little scrap offered and very little wanted. Prices are unchanged and we quote: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Jan. 5. — The new year is opening quietly for all the metals. Manufacturers and jobbers are busy with their stock sheets, and collection of accounts is the order of the day.

Tin has advanced 2 cents a pound during the week, but this is the only price change of the new year. The market on the whole is steady.

Prospects for 1911 are that conditions will not be radically different from those of 1910. Production is expected to be kept more within the bounds of requirements, especially in iron and steel and copper.

Pig Iron.—Compared with a year ago iron greatly declined during the year. The abnormal demand for pig iron as evidenced by the large sized orders for futures at the beginning of 1910 helped to stiffen the market and hold quotations at high figures. Canadian foundry No. 1 is $19.50, and No. 2 50 cents a ton less. Old Country iron is quoted at $20 for Middlesboro' No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50 and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50 respectively. All these quotations are from $1 to $2 a ton less than at the commencement of 1910.

Tin—The "bull" movement is still much in evidence, and the manipulation of the market has forced quotations up another 2c a pound. Business is quiet, and orders cover actual requirements only.

Copper.—The position of the red metal remains unchanged from what it was in December. There is no immediate prospect of a change, though if curtailment of production actually takes place, higher prices may be looked for in the spring. This is not too certain, however. Sales are hugging around the 14½c basis for hundred pound lots.

Plates and Sheets—The market is firm at unchanged prices. What the year will develop is as yet conjectural. Steady and active business is expected, and a safe possibility, but whether prices will be altered above their present strength is for the future to decide.

Lead.—Sales are passing, but not in great volume. Conditions are unchanged, and prices remain at the old figure.

Spelter.—While there has been no activity during the week, the spelter markets report firmness and steadiness. Quotations range from $6.15 to $6.25, according to quantities. Stocks are decidedly low.

Old Materials. — Stocks increasing seems to be the order. Sales are slow. Prices hold unchanged.

LEWIS BROS. CONVENTION.

The annual convention of Lewis Bros., Ltd., hardware wholesalers, Montreal, was held in Montreal, beginning on Tuesday, December 27 and lasting until the end of the week. It was most successful in every respect, the salesmen having the benefit of advice from speakers well versed in all branches of the trade.

The annual meeting was held on the night of December 28. Addresses were delivered by J. G. Lewis, vice-president, C. M. Strange, director and sales manager and J. T. Smith, secretary-treasurer. Points were then brought up by various salesmen and discussed, following which Mr. Goodloe, advertising department, Mr. Ellis, sporting goods department, and Mr. Dawson of the cutlery department held the floor. Lectures were delivered by C. F. Abbott of the J. A. & W. Bird Co., Boston, A. A. Bittues, of the Gillette Safety Razor Co., and W. J. Lewis, of the Warren Scales Co. A letter on salesmanship was read from John Hall, the veteran sales manager of the Simmons Hardware Co., St. Louis.

The annual banquet was held on the evening of Thursday at the Engineers' Club. Toasts were honored to "Lewis Bros." and the Sales and Financial department, suitable responses being given. It is said that each salesman left highly enthused and determined to head the list at the end of 1911.

The sales department is composed of the following members:—C. M. Strange (Sales Manager), J. R. Anderson, L. Belanger, A. Bernard, Geo. Boisvert, J. A. Bureau, A. O. Campbell, F. W. Campbell, Frank Cantillon, H. H. Clark, J. T. Craig, H. B. Dale, J. A. Demers, C. L. Devitt, J. E. Doyle, A. R. Hart, J. Kerr, W. J. Keyes, A. D. LeBlanc, L. J. LeClair, B. Saunders, J. C. Watson, G. C. Young, E. Turbayne, E. B. Ryan, E. N. Cote, G. C. Dufresne, G. S. H. Williamson.

CATALOGUES.

New Year's Greetings. — The James Stewart Manufacturing Co., Woodstock, in sending Christmas greetings to their customers and friends, include a small booklet "The inspiration of work well done," by Orison Swett Marden. The article is one in keeping with the spirit of new resolves which animates all men at the New Year season, and, as such, is doubly welcome.

HARDWARE MARKETS

MONTREAL.

Montreal, Jan. 6.—An after holiday feeling was the noticeable feature of the market this week. A few repeat orders for skates and other seasonable lines of this character have been received but, apart from this, trade in general has been quiet; although the province of Quebec business continued brisk right up to the end of last week, owing to the French custom of celebrating the New Year.

At this time a good many retailers will commence going over their stock. This is without doubt the best time of the year to get the work done, and the sooner the better, for in a week or so all the travelers will be on the road with the spring lines and the retailer should be in a position to place his complete requirements with them thus assuring a saving of time and trouble later on.

Booking ahead has been very light although one or two lines are commencing to move.

It is very pleasing to note the feeling of great confidence which prevails regarding the future prospects for trade. The markets remain firm and no changes are noticed.

Winter Lines.—The demand for these goods has been encouraging for the time of the year. Quite a call has been received for snow shovels while the demand for bells and horse blankets has been small.

Sporting Goods.—For the time being, business in this line has fallen off somewhat, but the cold weather having held, quite a demand has been noticed for skates and hockey sticks. It is too soon for the spring movement but a good season is expected. Prices remain unchanged.

Builders' Hardware—The movement in this line has been very small. No changes have been noticed and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Lumberman's Supplies.—This line will be a strong factor from now on, a steady demand being evident all the time.

Bolts and Nuts.—There has naturally been a falling off in the demand for these goods and most factories appear to have a good supply on hand. Nails are in fair demand at unchanged prices. We quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Wire.—We quote the following prices: Barbed wire, $2.05; plain twist, $2.55; galvanized wire, $2.20; base coiled fencing (9), $2.25; (12), $2.40; staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Jan. 5.—There is a "between seasons" quietness prevailing over the market, and jobbers and hardwaremen are taking advantage to systematize and check up their last year's business. What goods are moving are seasonable lines, mostly shelf hardware.

Booking for spring and early summer is opening, but the volume of goods so far ordered is light. Sporting goods, especially fishing outfits and baseball supplies, are prominent samples carried by salesmen, and wire, farm tools, and general household lines as well as builders' tools are lines on which booking is asked.

In general the market for all lines of hardware is showing steadiness and strength. All hardware lines are firm.

Depletion in certain stocks, particularly builders' hardware, during the past fall gave an impetus to manufacturers of these goods, and the respite in building should enable them to get sufficient supplies ahead before the opening of the spring season.

Seasonable Goods.—Demand is confined pretty much to present wantable lines. Shelf goods for sorting up have the best call.

Ice scrapers and snow shovels, are moving fairly well in repeat orders. Booking orders for spring are in evidence, but results are not great as yet. Wire, screens, poultry netting and one or two summer lines like refrigerators and ice cream freezers, are the prominent articles, but hardwaremen are holding off.

Builders' Hardware. — Hardwaremen handling large quantities of these goods are taking a few days off to look over their stocks and compare notes. The past year was a splendid one they state, and they anticipate this year to be equally as successful. Manufacturers who through the closing months of the past year were behindhand with the filling of orders are trying to put by some supplies now that they have caught up.

Sporting Goods.—With the exception of hockey supplies this department is quiet. There is, however, sufficient business going to warrant hardwaremen in certain localities handling hockey and winter sports goods. Salesmen are after spring business, and extensive, varied and high and low priced samples of fishing outfits are shown. Some fine rods, lines, reels, hooks, baits, etc., singly and in sets, are also to be seen. Baseball bats, balls and masks are again displayed, but actual bookings are slow; the weather is too wintry to induce big sales.

Heavy Goods.—There is no big demand at present for heavy goods—"heating time" about describes the situation in this department.

All hardware prices are firm, and there is confidence expressed in the stability of the market.

ENERGY.

Energy is the vital force to any business. To the paint dealer it is especially so. Real energy does not necessarily involve an outward display. It is said, "Still water runs deep." This also applies to energy. Many a man of energy is giving up his own evenings and in the quiet of his home spending night after night preparing work that cannot be done with proper care at his desk in the daytime. This is energy without noise or bustle.

The clerk who has a well-ordered mind, who knows exactly what to do and the best way to do it, can accomplish more even if he makes less bustle than the one who runs pellmell at his tasks without considering ways and means. A clerk who carefully plans his work is exerting energy that counts for his employer. It means tasks completed—no unfinished ends, or the necessity for somebody to come after him and do it over. Energy means "Do it now." It is like the small boy who was given a new job and small pay. He worked several weeks and one day went to the boss and said, "Mister, I want more money," to which was replied, "Why, you have only been here a short time," but the boy replied: "Yes, sir; but I would have asked for it some time ago, but I have been too darned busy to ask for it." He got the raise. That's the kind of energy that counts and makes for success.—Paint, Oil & Drug Review.

CATALOGUES.

Disston Saws.—The 1911 catalogue of Henry Disston & Sons, Keystone Saw, Tool, Steel & File Works, Phila., has been issued. It is in book form, bound in green buckram, and contains over 200 large-sized pages. Fine coated paper is used. The catalogue contains a complete list and description of the great variety of tools made by Henry Disston & Sons, each article being described minutely and illustrated well, several colors being employed throughout. Disston crucible steel is included. Special attention is called to a long list of new goods and regulations in the prices of some standard articles are noted.

The contents of the catalogue are indexed, and the whole constitutes a ready reference. The book in question is the hardware edition, covering the full line. For the mill trade a separate catalogue is issued, and a pocket hardware edition is to be issued. No finer or more complete saw and tool catalogue has ever been issued.

Locks.—"J.H.W." Climax Co., Newark, N. J., manufacturers of all kinds of jail locks, padlocks, latches, elevator locks, etc., have issued a 50-page catalogue, illustrating their output. A full description is given of each variety of lock made and the key, with full measurements and price. Many new ideas are shown.

Athol Machine Co.—Catalogue No. 31 of the Athol Machine Co., Athol, Mass., has been issued, giving a complete list and description of their vises, grindstone frames, machinists' tools, meat choppers and presses, animal tethers, castings, etc. Eighty pages are given and each article is described and illustrated, full particulars being given as to special warranty, price, etc. A note is contained to the effect that "mechanics and manufacturers are requested to order our goods through hardware dealers," and customers are requested to destroy previous catalogues and order only from the last edition.

Paint Stock Must Be Kept Up to Mark

Dealers Should Not Allow Old Stock to Accumulate — Make an Inventory and Hold a "Clearing Out" Sale — Paint Can be Sold During Winter Months.

Stock-taking in the paint department is a very important undertaking. No branch of the hardware business needs more careful looking after in this connection than paints. In no other branch is it possible to gain more readily through proper handling or more easy to lose through slackness of method; consequently it is necessary to keep closely in touch with the stock.

By making an inventory at the first of the year, the paint dealer finds just what stock he has on hand. He sees what goods will need to be cleared out, if he desires to keep his stock up-to-date, and to avoid loss. He is afforded an opportunity of learning the lines that have been selling well and those that have not, and of judging what the contributing causes have been.

Holds After Inventory Sale.

No dealer can afford to have odds and ends of stock accumulate on his shelves. If profits are to be made, the stock must be kept up to the mark. Goods must be new and salable. In the paint department there is sure to be a certain percentage of goods shopworn at the end of the year. The dealer cannot afford to throw away cans with damaged labels, but neither can he afford to keep them in his store and allow them to keep on accumulating. A "clearing out" sale is the proper solution of the problem. It would be wise to follow up stock-taking with a sale in paints, offering if necessary reductions on goods which it is desirable to clear out.

Too many dealers are quite content to let the paint department sink out of sight during the winter time. "Can't sell in the winter," is their comment, and they shove the paint stock into the background, deeming it impossible to stimulate interest. An after stock-taking sale in paints would probably appeal to such merchants as a foolish waste of time and energy. The fact remains, however, that it has been done and very successfully too.

Paint can be sold in the winter time just as well as most other lines. A bargain in paints will appeal to the frugal in January, as effectively as bargains in other goods. But the fact that bargains are to be had must be made known. The dealer must "create a stir." He cannot expect people to come around looking for paint at this time of year, but he can count on a response if he takes effective steps to blazon forth the fact that he has bargains to offer in paints. "My trade is almost exclusively with the farmer," said a paint dealer recently, "and I have always found that he will buy paint in winter time, if there is a chance for a good buy. He will not use it until spring, but he will buy just the same."

The quantity of paint thus disposed of would be too small to affect sales in the spring, but if allowed to reman unsold, it would constitute a heavy drain on the profits of the department.

Never Harbor Old Stock.

A successful Toronto manufacturing company has adopted the strict policy of never allowing old stock to accumulate in warehouse or branch establishments. As soon as a certain amount collects, it is cleared out at the best terms available. This company acts on the assumption that it is better to sell at cost than to let old stock lie around until it gradually becomes utterly unsalable.

The same reasons which impel the adoption of this strict policy by a manufacturing company, hold good in the case of the retailer.

Keep Stock Up.

The dealer who neglects his paint department during the winter will find that loss of sales will not be the only detrimental result.

If no attention is paid to the stock, it will depreciate more or less rapidly. In some stores the paint stock is forgotten as soon as cold weather arrives. For months it goes untouched. Dust collects, the tins acquire a shopworn appearance. They are perhaps displaced to make room temporarily for other goods. They are heaped up in odd corners of the store and under counters. By the time the paint stock is replaced it has become battered, scratched and dingy. The dealer feels that he cannot afford to replace the goods, but does not perceive the wisdom of clearing out his old stuff to make room for newer. Customers soon get to see that the stock is not up-to-date, and take their trade elsewhere, but the dealer fails to perceive why.

From every standpoint, the paint department is one which requires progressive handling, and all-the-year-around attention. Dealers who have not realized this might incorporate among their new resolutions one to the effect that they will start now and pay proper attention to the department.

A REVIEW OF THE PAINT TRADE.

By William H. Evans, of the Canada Paint Company, Montreal.

It is only natural, keeping pace with the extraordinary development and consequent large amount of building, that the paint, color and varnish interests have had their full share of the increased volume of trade which has characterized the Dominion of Canada during the past year.

Not only has the building and construction trade been brisk, but the railways, car builders, furniture, piano and carriage factories have been, with few exceptions, running to their fullest capacity.

The eyes of United States manufacturers have been turned to the North and the good conditions prevailing in Canada have induced several industries South of the line to establish branches here, and the old saying "there is room for one more" seems to be in danger of departing from the truth, for the keen competition may tend to show attenuated profits at the end of the year.

General business commenced early in the year with much vim and this condition was well maintained until the autumn, when the repeated and abnormal advances in linseed oil together with much higher figures for turpentine checked the buying to some extent and prevented what otherwise would have been, as far as the turn-over is considered, a bumper year.

With flax seed at $2.50 per bushel, boiled linseed oil was quoted as high as $1.10 per gallon and turpentine also passed the dollar mark.

At present there are strong indications of a good spring demand, which is encouraging to manufacturers who are compelled "market high or market low" to run their mills hard during the mid-winter preparing for the spring trade.

Varnishes, stains, enamels and paints generally, either in liquid form ground in oil or in japan, have all been sold in increased volume during 1910, and every item has had to bear its proportion of the advance consequent upon the higher cost of material. The fact that the manufacturing of varnishes, colors and paints in Canada has become a very important and valuable industry is not readily realized by the general community. A large amount of capital is invested and the manufacturers are alert and thoroughly imbued with the growing possibilities of the business.

Steadiness seems to be assured to all lead products and its first cousin, oxide of zinc is firm and in growing request, as white zinc is now largely used alone or in conjunction with white lead. the call for "Colonial" treatment in decorating not showing any abatement.

Finishing in the natural wood is the vogue in a number of localities especially for offices and large apartment houses, and the hardware trade for 1911 will see to it that their stock of stains, wood tints, hard oil finishes, and shellacs are well maintained. Some of the manufacturers show samples and color cards for this department, which show some very pretty effects.

Speaking in general terms, unless Canadian manufacturing is sentimentally affected by the uneasiness felt in some of the manufacturing districts of the United States, the outlook for trade conditions in Canada may be said to be exceedingly bright for 1911.

CUTLERS TO THE KING.

Joseph Rodgers & Sons, Ltd., Sheffield, have been granted a warrant of appointment as cutlers to His Majesty, King George V. This is the seventh warrant granted to this famous firm. The first was in 1822 and was granted by George IV. William IV in 1830; Queen Adelaide in the same year; William, Duke of Clarence in 1827, Queen Victoria in 1837, and Edward VII in 1901 have each renewed the appointment.

DO A BIG PAINT BUSINESS IN 1911—USE

M. L. PAINTS

TO MAKE PROFIT

Living expenses are going up. Paint is a preservative. M. L. Paint, ready to use, is the best line a retailer can carry. Its cost is much lower relatively. A $10 sale of M. L. Paint covers this year construction worth $100, let us say. It protects that structure perfectly for 5 years, say. That construction worth $100 to-day may be worth $130 to $135 in 1916, if preserved, under the increased cost of the material that goes into it, figuring 1916 values.

Besides that saving from deterioration—protection, which is worth, say, $5 a year, the paint has really **made** an increased selling value of $35 for the users's property.

This means $25 added to $35, or a potential value of $60 in a $10 sale of M. L. Paint.

Paint is cheap—if it is M. L. Paint.

If it is not a paint that **protects**—not right—not the right material or the right grinding or mixing, or the right paint for weather protection, no dealer can afford to sell it.

A $10 sale of poor paint now may give 2 years' protection, worth $10 and a 3 year deterioration of the $100 construction mentioned. It is perhaps worth only $100 or $95 in 1916, through this loss. This is $40 less than the $135 valuation of a perfectly-protected $100 construction under 1916 increased-value higher-cost-of-living-then valuation.

The $10 poor-paint sale loses $15 in protection service and $40 in valuation loss and gives only $10 real service—$45 loss.

Mr. Dealer—you get the **benefit** of the $60 saving of M. L. paint against the $45 loss of poor paint, and the **hurt** poor paint does your business.

NOW, right now, stock up with **good** paint— rightly made.

It takes care of your future good-will and profits as a retailer—your prosperity.

It gives you standard 1911 paint profits NOW. It also works **for you** long after you made your M. L. sale to your customer.

Imperial Varnish & Color Company, Limited

6 Morse Street, Toronto

524 Beatty Street, Vancouver **106 Princess Street, Winnipeg**

MALTHITE

Asphalt Roofing

THE ROOFING THAT LASTS

Absolutely guaranteed for 5, 7, and 10 years.

Watch for announcement of SPECIAL PROPOSITION for the dealer next week.

Dominion Roofing Co. of Canada

LIMITED

31-33 Front Street East, - Toronto

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Jan. 6.—General business for the past week has naturally been of a sluggish character, and more attention has apparently been made to laying out the details for the coming year than actually gathering in business. Linseed oil has again taken the lead as an interesting subject, and quotations will be found to be higher. Inquiries continue to be made regarding paris green, but the prices have not been issued and may not be for some time.

Turpentine.—A remarkable steadiness has characterized this article for some time, but with the gradual shortening of the winter stocks, prices have been advanced one cent per gallon. We quote $1.05 to $1.05 with the usual extras for less than five gallon lots.

Linseed Oil.—Linseed oil suddenly developed a remarkable strength and influenced by the rapid advances which were reported by cable quotations, have gone up at least 3c per gallon. There is a wide divergence of opinion regarding the immediate prospect for an easier market, but the consensus of opinion is that it will be quoted above the $1 mark for some time to come. Normal quotations are $1.03 for raw and $1.06, and in some cases quotations have reached as high as $1.09, for boiled. These prices are given for lots of one to four barrels, and it is difficult to get a satisfactory response regarding prices for larger quantities.

White Lead.—At present the market is exceedingly slack. The jobbing trade is mostly concerned in stock-taking, but the manufacturers seem to be ready with an "open door" to welcome some good round orders. No change has been noted in the quotations.

Colors. — Small but comparatively numerous orders continue to be recorded for various lines and colors, stains, enamels and varnishes in small tins. But for varnishes and Japans in bulk extreme lassitude is in evidence.

Putty. — Putty is meeting with a steady call, showing that in a great many localities, notwithstanding the severe weather, building operations are still being carried on.

TORONTO.

Toronto, Jan. 6.—There is very little stir on the local market, although travelers for the supply houses started out this week to commence the spring campaign in earnest. The retailers are for the most part busy stock taking at the present time and demand in most lines has become purely nominal. In some lines no enquiries whatever are being received. It is confidently expected, however, that improved conditions will begin to manifest themselves very shortly.

Despite the lack of demand here, there has been a firming up in linseed oil and turpentine. Linseed has advanced 3 cents and turpentine is quoted 1c and 2c higher.

Turpentine.—The prices quoted today range from $1.05 to $1.07, but there is very little doing in point of trading. The increase is due to shortage at Savannah. There is little coming forward there, and prices have stiffened as a natural sequence.

Linseed Oil.—The demand is nominal, but the inclination toward easier prices was sharply checked this week and an upward trend given to the market. This change is due to a firmer tone on the English market, where advances have been registered. Quotations now run from $1.06 to $1.09 for raw and $1.08 and upward for boiled. The firmness of the market prices seems likely to continue for some time.

White Lead.—No change is noted in white lead, demand being small.

Rosin.—An upward tendency in rosin prices is still noticeable, due to shortness in the supply. There is very little call for this commodity, but some trading is being done.

Putty.—There is perhaps more activity in putty than in other lines. Standard quotations stand: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.00.

Petroleum.—The demand continues brisk. Prices are firm as follows: Canadian prime white coal oil, 15c; American water white, 17½c; Pratt's Astral, 18c.

PUSHING SALE OF PAINTS.

In a series of letters on the pushing of paints the Hardware Dealers' Magazine publishes the following from a merchant. The average dealer does not appreciate the value of having an attractive store. It costs little and attracts people to it.

My first suggestion will be to give your outside front of store a coat of fresh paint, and brighten up your outside signs. In others words, take a little of your own medicine and by so doing you are educating others to do the same, which means the sale of more paint, varnish, brushes, etc.

Dealers, as a rule, do not know the value of their store windows as an advertising asset. There is nothing a dealer can do to bring more people into his store than to keep his windows well cleaned and make an attractive display of his wares, bearing in mind always that it is best to give a well advertised article the most prominence, for when people see this article in a dealer's window it is always a reminder that they have seen it advertised and they generally crave or want an advertised article and as a rule it is the best of its kind on the market.

In dressing your windows it is always well to make some practical demonstration of goods you are handling, showing people what can be done with those goods.

I believe all dealers should make comparative tests of the different brands of goods themselves, and not take the word of some salesman who might try to make him think he has better goods which afforded him a larger profit by stating that his house does not spend a lot of money in advertising, but puts it in the goods. This is a misleading statement and the dealer should convince himself before purchasing and offering them to his customers.

It is the advertising that creates the demand, thus enabling the advertiser to sell more of his goods at a profit, a certain percentage of which he spends to keep up his advertising campaign, and thus his business multiplies and nobody can say that advertising does not pay, if done properly and the proper goods delivered.

There are to-day thousands and thousands of dollars' worth of absolute dead stock on the dealers' shelves; this should be turned into money as soon as possible, even at a sacrifice price, and the dealer should then see that his stock is kept fresh and clean with the very best and most up-to-date goods.

By educating your clerks to watch things more closely, instead of being a mere clerk, he should be made to develop into a good salesman, and when a customer comes into your store to buy a brush, or something else, it should be the clerk's duty to try to sell him something more than the single article for which he came in. For instance, remind him that possibly his house might need a coat of paint and put him in touch with a good painter, who may be buying his material of you, and by so doing you should make two or more customers of each customer, who comes into your store, thus doubling your sales and profit and the clerk could be benefited by an increased salary.

If the retail paint dealers throughout the country would take more interest in the general appearance of their stores, and make them more attractive, during the first thirty days they should begin to see good results.

Another merchant says: Keep a good assortment of colors. Advertise in the local papers. An excellent method of advertising is when a customer comes in and talks paints is to send his name and address to the manufacturers and ask them to send their letters and literature. They direct him to your store. You can then mail or give him additional literature and information. This method enables the prospective customer to study the matter and when ready to purchase the chances are he will come in and buy of you. A short time since I handed out some leaflets and color card to a prospective customer and within a short time he purchased $50 worth of paints and oil. They have the color cards and in many instances bring them into the store to make certain they obtain the same kind of goods they have been reading about.

A PERSONAL MESSAGE TO EVERY PAINT DEALER

Three questions you should ask and have answered satisfactorily before putting in your Paint Stock for 1911.

First Question

The first question is: "Is it of good quality---Can I put my reputation back of it?"

That B-H **"English" Paint** is of the best quality is proven absolutely by these guarantees with formulas attached. Every can of B-H **"English" White Paint** that leaves any one of our factories bears the following guarantee:---

We guarantee this B-H **"English" White Paint** is made from Brandram's B.B. Genuine Government Standard White Lead and Pure Zinc White in the following proportions:

70 per cent. Pure White Lead
30 " Pure White Zinc
(100 per cent. Pure)

Mixed ready for use with pure linseed oil, turpentine and dryer.

On every can of B-H **"English" Paint** where the shade can be made on a white base there is a guarantee label reading as follows:---

We guarantee the white pigment forming the base of this paint is made from Brandram's B.B. Genuine Government Standard White Lead and Pure White Zinc, in the following proportions:

70 per cent. Pure White Lead
30 " Pure White Zinc
(100 per cent. Pure)

The various shades are arrived at by adding Tinting Colors, and mixed ready for use, with Pure Linseed Oil' Turpentine and Dryer.

Second Question

The second question you should ask is: "Is it a money maker?"

B-H "ENGLISH" PAINT GIVES THE DEALER A GOOD MARGIN OF PROFIT.

You will probably assume that the price on such a high grade paint, 70% B.B. white lead, 30% zinc white---pure paint---will be too high with little money in the handling.

It would be if we were not corroders of white lead.

We have our own whitelead plant; we are the only paint makers in Canada that corrode their own white lead. We turn over the pure white lead (Brandram's B.B. Genuine) from our Lead Department to our Paint Department at factory cost.

We have also our linseed oil refining plant and our dry color plant. This makes us sure of obtaining well matured Linseed Oil, and strong, permanent colors at lowest cost.

You can maintain "top of the market" selling price on B-H **"English" Paint** because you are selling the highest grade paint in the field. You are largely independent of competition, because no other dealer in your town can offer a paint up to the standard of 70% lead---30% zinc.

B-H **"English" Paint** is a good seller---big sales and good profits. High quality mean pleased customers---and pleased customers means more money in the cash drawer.

Third and Final

Now the final question you should ask before buying any line of goods is: "Will the manufacturer help me secure trade and build up sales?"

We make it our business to help you MOVE B-H **"English" Paints.** We don't ask you to load up with a big stock and then leave you to dispose of it solely by your own efforts,

Some of our selling helps are:---

A truly exclusive agency. The agency for B-H **"English" Paint** *is exclusive.* No other dealer can offer a 70% B.B. Lead, and 30% Zinc Paint.

Novel outdoor and indoor agency signs.

Special newspaper advertising in the leading papers throughout the painting season.

Attractive booklets bearing your firm name mailed to householders in your territory.

Personal letters to householders, painters, contractors, architects; letters different and better because the proposition is different and better.

Window trims, cards, folders, store displays, general advertising literature---lots of it.

All our advertising works directly for the benefit of the dealers to help them sell goods.

B-H "English" Paint will be sold in your town. If the agency is still open you have the opportunity of securing it. Write to-day for 1911 price list and details of selling plans. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

C okson's or Hallett's, per lb ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 2[illegible]
Tubing, iron pipe size, 1 inch base..	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 Jenkin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.
Casting ingot.....	14 00 13 50
Cut lengths, round bars, ½ to 2 in. .	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	23 00
Copper sheet, tinned, 14x60, 14 oz..	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special.....	20 00	....
Carron, soft.....	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles.....base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
13 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 75		2 90
All bright, 52 sheets.....	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleab'e, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $42 00 40 00

Charcoal Plates—Bright.

	Per box
M L S, Famous (equal Bradley)	
I C, 14x20 base.....	$6 00
I X, 14x20 base.....	7 25
I X X, 14x20 base	8 50
Raven and Vulture Grades—	
I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x20 base.....	7 00
I X X X, 14x20 base.....	8 00
"Dominion Crown Best"—Double. Coated, Tissued.	
I C, 14x20 base.....	5 50 5 75
I X, 14x20 base.....	6 50 6 75
I X X, 14x20 base.....	7 50 7 75
"Allaway's Best"—Standard Quality.	
I C, 14x20 base.....	4 25
I X, 14x20 base	5 00
I X X, 14x20 base.....	5 75

Bright Cokes

Bessemer Steel—	
I C, 14x20 base.....	4 00
20x28, double box.....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin.....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, "	.... 7 00
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17. $4 90; No 18, $3; No. 19, $2.70; 6 wire solid line, No 17. $4 45; No. 18, $3 10; No 19, $2 80 Al prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22 $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....	2 45
Galvanized, plain twist.....	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.....	2 85
Plain.....	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BRUSHES

Paint and housel old, 75 per cent..

BEESWAX

Per lb.....	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol).....		0 01
Sugar of lead.....		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.		0 09
Chrome yellow "		0 18
Golden ochre "		0 11
French " "		0 09
Chrome green "		0 11
French permanent green"		0 15
Signwriters' black " .		0 17
Marine black, 25 lb. irons.....		0 05

GLUE

French medal.....	....	0 10
German common sheet.....	....	0 10
German prima.....	....	0 15
White pigsfoot.....	0 15	0 20
Brantford medal.....	....	0 10
" golden medal.....	....	0 11
" brown sheet.....	....	0 10
" golden sheet.....	....	0 13
" gelatine.....	....	0 22
" white gelatine.....	....	0 20
" white glue.....	....	0 12
" 100 flake.....	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case....	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 0[illegible]
" 100-lb. kegs.....	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base.....	2 00
Canada Paint Co.'s pure.....	1 75 2 00
Globe house paint (Windsor).....	1 60
"New Era" house paint (Windsor)..	1 70
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C..	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 65
" Thistle..... ...	1 35
Martin-Senour 100 p.c. pure	2 00.
Senour's Floor Paints.....	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel.....	1 75
Island City pure paints.....	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints.....	1 65
Sterling.....	1 00



Decide now! Procrastination is dangerous!!

Are you going to continue to handle an inferior line of Brooms and Brushes, which will inevitably give rise to complaints and dissatisfaction, or have you decided to stock only the quality goods of

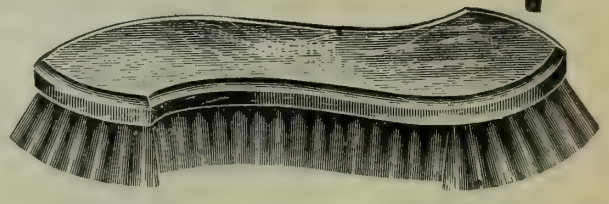
BOECKH'S

These are the BROOMS and BRUSHES that ensure you repeat orders, because they are made by skilled workmen, in an up-to-date factory, and the materials are the best obtainable, and are selected with the greatest skill and care. Ask any DEALER who has "made good"---he will tell you what it means to him to handle Boeckh Goods.

The Boeckh Bros. Company, Ltd.

TORONTO, CAN.

Established 1856



ARK-EL-ITE
ASBESTOS
STOVE LINING

A Profitable Pair

ARK-EL-ITE
ASBESTOS
FIREPROOF FURNACE CEMENT

Better and more durable and economical than Fire Brick for lining stoves and ranges, and clinkers will not adhere to it.

Made of mineral asbestos and other fireproof materials, and is specially effective where natural gas is used.

Just the thing for repairs of all kinds.

Can be applied by any one. A line in regular demand by every class of the community.

Gives invariable satisfaction and leaves a good profit for the dealer.

For mounting and repairing furnaces, ranges, etc., and making them gas-tight.

Is prepared ready for use, adheres firmly to the castings and sets in a few hours as hard as the iron itself.

Unaffected by heat.

Odorless, contains no oil and is not injured by acids or chemicals.

Invaluable for lining furnace doors of steam boilers or as a protection for any work exposed to direct intense heat. You should handle this line!

GET PRICES **BENJAMIN MOORE & CO., Limited** ***AND DETAILS***

TORONTO

NEW YORK CHICAGO CLEVELAND

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	
U S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 16½
Pure Turpentine, single barrels	1 03	1 05
Wood Turpentine		0 80
Linseed Oil, " raw	1 09	1 13
" " boiled	1 12	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.	3 25	

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oiloloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish	3 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over, 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bo't Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts. 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 35 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less
Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 50 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $8; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

Inch, in 10 foot lenghts	3 30
" " "	4 00
" " "	5 28
" " "	7 26
" " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 1-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ¼ lb., doz	4 50
Machinists, ¼ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	13 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 35
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 per gross	3 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.



Amatite ROOFING

It has a rough surface of *real mineral matter* on the weather side. It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a coat of paint.

To paint Amatite would be a waste of time and trouble. Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof*.

No paint is good enough to make a durable roof; a thick layer of pitch, faced with a real mineral surface, is far better—*and that means Amatite.*

Further information will be sent on request to nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

IT IS THE WIDE AWAKE DEALER

who gets the lead in the building trade. CONTRACTORS know the man who sells the right ROOFING and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always. Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

Think What it Means to You!

CLAUSS GOODS have created a demand for themselves.

1. By the large and systematic consumer advertising throughout the North American Continent.

2. By the unconditional guarantee they give with every article of their manufacture. And remember the **CLAUSS SHEAR COMPANY** manufacture the most complete line of cutlery in the world. Write for catalogue and further details.

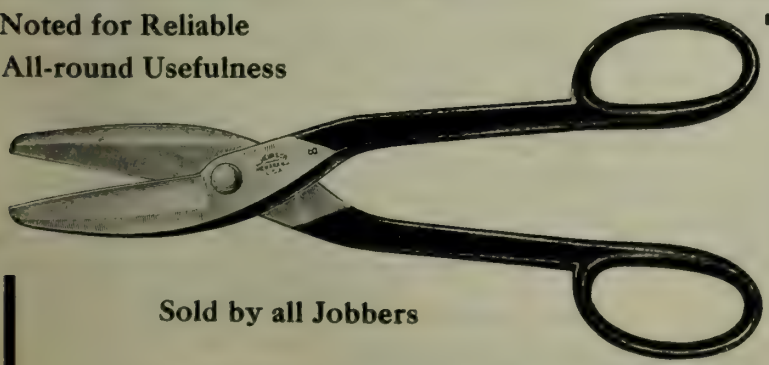


Cut from Heel to Point Perfectly Nickel-Plated.

Ordinary Bent Trimmers

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

Noted for Reliable All-round Usefulness



Sold by all Jobbers

HEINISCH
TINNERS' SNIPS

This cut shows the well-known Heinisch regular pattern that is so highly thought of by all tin workers. It will cut straight lines, curves, all irregular shapes, cornicework, small circles, etc., with equal facility. Forged steel handles and highly-tempered laid steel blades.

R. Heinisch's Sons Co., Newark, N. J., U.S.A.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" " wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5 10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $4.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $4.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¼—1½ inch	2 75
2—2½ inch	2 65
2¼—2½ inch	2 50
3—3½ inch	2 45
3¼—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets 35 per cent
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75

Clauss Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet...per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand 15 per cent
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
North Bros., No. 30 per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1340, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 38 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Now for 1911



The year has commenced and already the Paint man is knocking at your door.

Are you looking for a paint trade for 1911?

In 1910 we introduced many dealers to the paint that sells, and makes money for all concerned.

They were all successful—were you?

Let us tell you about

RAMSAY'S PAINTS

We don't mean only the high-grade Exterior and Interior house paints that sell so easily, but a complete line of Carriage Paints, Wagon Paints, Barn Paints, Enamels, Stains and everything that goes to make a complete Paint Line. Our travelers are all out working, and will see you soon, or write us for information.. It will interest you.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

"Dominion Crown"

POLISHED SHEETS
POLISHED CANADAS

Best Quality and Finish

STOCK AND IMPORT

A. C. LESLIE & CO., Limited

MONTREAL



TALKS ON PAINT SELLING

No. 8

Inferior and adulterated linseed oil has caused many paint tragedies. The reason is that there is no substitute for pure linseed oil yet discovered. Probably there never will be.

Pure Linseed Oil combined with inferior or adulterated pigments may give fair results, but adulterated Linseed Oil combined even with the best and purest pigments obtainable is bound to cause trouble. This proves that the "Oil is the life of paint."

Linseed oil is easy of adulteration. This has been carried on to such an extent that special laws to protect the consumer have been enacted, but they cannot protect you against the manipulations of unscrupulous paint manufacturers who depend on low prices to sell their goods.

The Sherwin-Williams Co. insures the purity of the oil used in its products by making it under its own supervision. The cleaning of the seed and the filtering and aging of the oil are given the very closest attention. No ingredient in our paint has to pass a more searching test for a high standard of purity.

There is another point relating to the sale of Linseed Oil itself. If you are selling a good quality of paint, be very particular about the purity of the oil you sell to be used with it. The paint isn't made that will stand up under the abuse of mixing with impure oil. More than one of the "paint tragedies" has occurred here.

Sherwin-Williams Agents satisfy their customers and build up a profitable business because S-W Products are good all the way through.

THE SHERWIN-WILLIAMS CO.

902

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Allan Hills Edge Tool ... 68
American Shearer Co ... 24
Anthony, M. B ... 24
Armstrong Bros. Tool Co ... 25 26
Atkins & Co., E. C ... 6
Atlas Mfg. Co ... 24
Auer Light Co ... 23
Aylmer Pump and Scale Co ... 14

Barber Asphalt Paving Co ... 27
Barker & Co., D. J ... 20
Barnett, G. & H. Co ... outside back cover
Barton Netting Co ... 15
Belleville Hdw. & Lock Mfg. Co., Ltd. 62
Bemis & Call Hardware and Tool Co ... 64
Bigsley & Sons, W. T ... 69
Bissell Carpet Sweeper Co ... 16
Boeckh Bros ... 49
Bosse & Banks ... 24
Bowser, S. F., & Co., Ltd ... 62
Bradstreets ... 70
Brandram-Henderson, Ltd ... 47
British American Assurance Co ... 65
Brown Boggs Co., Ltd ... 28
Buffalo Mfg. Co ... 77
Burrow Stewart & Milne Co., Ltd ... 18
Butterworth Foundry Co ... 18

Cameron & Campbell ... 24
Campbell Bros ... 69
Canada Bolt and Nut Co ... 16
Canada Cement Co ... 15
Canada Foundry Co ... 64
Canada Glue Co ... 6
Canada Metal Co ... 24 76
Canada Paint Co ... 55
Canada Steel Goods Co ... 8
Canada Wire Goods Mfg. Co ... 57
Canadian Copper Co ... 70
Canadian Hart Wheels ... 24
Canadian Sales & Mfg. Co ... 25
Canadian Tungsten Lamp Co, Ltd ... 66
Caverhill, Learmont & Co ... 5
Chadeloid Chemical Co ... 63
Chicago Spring Butt Co ... 1
Christy Safety Razor Co., Ltd ... 2
Clauss Shear Co ... 51
Collins Mfg. Co ... 24
Connor, J. H., & Son ... 14
Copp, W. J., Sons & Co ... 69
Covert Mfg. Co ... 24
Cowa & Britton ... 68
Cummer Dowswell, Ltd ... 66

Davidson, Thos., Mfg. Co ... 8
Directory of Manufacturers ... 24 25
Disston, Henry, & Son ... 11
Dominion Cartridge Co ... 30
Dominion Roofing Co., Ltd ... 45
Dominion Wire Mfg. Co ... 63
Dorken Bros ... outside front cover, 66
Dougall Varnish Co ... 61

Enterprise Mfg. Co ... 20

Ford Auger Bit Co ... 64
Frothingham & Workman, Ltd ... 4

Gendron Mfg. Co. Ltd ... 57
Gibb, Alexander ... 24
Gilbertson, W., & Co ... 23
Gillette Safety Razor Co ... inside front cover
Gipe Carrier Co ... 65
Glidden Varnish Co ... 60
Goodell-Pratt Co ... 74
Goodhue & Co., Ltd., J. L ... 64
Gravel, Ludger ... 55
Greening, B., Wire Co ... 11
Grove Chemical Co ... 65
Gutta Percha & Rubber Mfg. Co ... outside back cover

Hamilton Cotton Co ... 25
Harrington & Richardson Arms Co ... 15
Harris, J. W., Co ... 13
Heinisch, R., Sons Co ... 51
Hill, Jas., & Co ... 74
Household Convenience Co ... 27
Howland, H. S., Sons & Co ... 7
Humphreys, W. R., & Co., Ltd ... 2
Hutton, Jas., & Co ... 64

Imperial Varnish and Color Co ... 45
International Varnish Co ... 63

James & Reid ... 24
Jardine, A. B., & Co ... 23
Jenkins Bros ... 78
Jenkins & Hardy ... 25
Johnson's, Iver, Arms and Cycle Works 59
Jones & Atwood, Ltd ... 20

Kains, J. M., & Co ... 24
Kemp Mfg. Co ... 30
Kerr Engine Co ... inside back cover

Laidlaw Bale Tie Co ... 22
Leslie, A. C., & Co ... 53
Lewis Bros., Ltd ... 3
Lindsay, Chas ... 25
London Foundry Co ... 77
London Bolt and Hinge Works ... 24
London Pressed Hinge Co., Ltd ... 57
London Rolling Mill Co ... 59
Lufkin Rule Co ... inside back cover
Lysaght, John ... outside front cover

McArthur, Alex., & Co ... 51
McClary Mfg. Co ... 17
McDougall, R., Co ... 28
McGlashan-Clarke Co., Ltd ... 22
McKinnon Chain Co ... 67
MacLaren & Co ... 64

Magnolia Metal Co ... 21
Manufacturers Sales Co ... 5
Martin, L. Co ... 57
Martin-Senour Co ... 61
Maxwell, D., & Sons ... 22
Metal Shingle and Siding Co ... 14 57
Metallic Roofing Co ... 19
Millers Falls Co ... 55
Montreal Rolling Mills Co ... 71
Moore, Benjamin, & Co ... 49
Morris & Bailey Steel Co ... 22
Morrison, James, Brass Mfg. Co ... 26

National Hardware Co ... 13
New Brunswick Pulp and Paper Co ... 65
Newman, W., & Sons ... 24
Newmark, Louis ... 72
Nicholson File Co ... 12
Nickel Plate Stove Polish Co ... 65
North Bros. Mfg. Co ... 1
Nova Scotia Steel and Coal Co ... 59

Oakey, John, & Sons ... 23
Oneida Community ... 10 77
Otterville Mfg. Co ... 64
Owen Sound Steel Press Works ... 1
Owen Sound Wire Fence Co ... 69

Parmenter Bullock Co., The ... 24
Paterson Mfg. Co ... 51
Pearson, Geo. D. & Co ... 25
Pease Foundry Co ... 71
Peterborough Lock Co ... inside back cover
Phenix Mfg. Co ... 65
Pilkington Bros ... 74
Pink, Thos ... 73
Plymouth Cordage Co ... 78

Queen City Oil Co ... 19 41

Ramsay, A., & Son Co ... 53
Robertson Mfg. Co., Ltd., P. L ... 65
Rolland Paper Co., The ... 28
Ross Rifle Co ... 80

Salyerds, E. B ... 65
Samuel, M. & L., Benjamin, & Co ... 16
Schuchardt & Schutte ... 69
Seymour, Henry T., Shear Co ... 25
Sharratt & Newth ... 25
Shaw, A., & Son ... 25
Sherwin-Williams Co ... 53
Shurly Dietrich Co. Ltd ... 67
Simonds Canada Saw Co ... 77
Slocomb Co., J. T ... 68
Sonne, Thos., sr ... 24
Spear & Jackson, Ltd ... 70
Spramator Co ... 70
Standard Paint and Varnish Co ... 55
Stanley Rule and Level Co ... 9
Stanley Works, The ... outside back cover
Steel Co of Canada, Ltd ... 80
Stephens G. F ... 71
Stevens, Ernest, Ltd ... 13
Stevens-Hepner Co ... 57
Stewart Mfg. Co., Jas., Ltd ... 20
Still, J. H., Mfg. Co ... inside back cover

Taylor-Forbes Co ... outside front cover
Thompson, B. & S. H ... outside back cover
Tobin Arms Mfg. Co., Ltd ... 12
Toronto Plate Glass Importing Co ... 25
Tuttle & Bailey Mfg. Co ... 21

Want Ads ... 58
Warminton, J. N ... 24
Western Assurance Co ... 64
Western Distributors, Ltd ... 24
Western Wire and Nail Co ... 25
White Mop Wringer Co ... 59
Whitman & Barnes Mfg. Co ... 73
Whittock & Marlatt ... 24
Winnipeg Painters' Supply Co ... 25
Winnipeg Paint and Glass Co., Ltd ... 72
Woodstock Waggon & Mfg. Co ... 23
Wright, E. T., & Co ... 29

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Axes
Campbell Bros., St. John, N.B.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., Toronto

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Heath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton



THE
PAINTERS PERFECT WHITE LEAD

is beautifully soft and fine in the grain. It mixes well with Linseed Oil, forming a creamy smooth paint of great covering power and undoubted durability. Every atom is paint — perfect paint — and there is no loss or residue of any kind. The Painters Perfect White Lead has become very popular everywhere.



THE
CANADA PAINT COMPANY
LIMITED

Montreal and Toronto.

NEW
ERA
PAINT

If you are looking

for a paint that will give satisfaction under all conditions, sell **NEW ERA PAINT.** You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.

There's a steady demand for **NEW ERA** everywhere its merits are known.

WRITE FOR PRICES

Standard Paint and Varnish Works Co.
Limited
WINDSOR, ONT.

STAR HACK SAW BLADES



Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON"
FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & North, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Hammocks
Hohlfeld Mfg. Co., Philadelphia

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
E. B. Salyerds, Preston.
Still, J. H., Mfg. Co., Thomas
St. Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern and Lamp Co., Hamilton, Ont
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville

Lights, Gas
Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Handles
Theo. J. Ely Mfg. Co., Girard, Pa.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co, Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F & Co., Winnipeg
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadwick Chemical Co, New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Christy Safety Razor Co. Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg, Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Hancy Goods Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
Kemp Mfg. Co., Toronto
McClary's, London, Ont.
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterwotrth Fdy. Co., Ottawa
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co. Galt, Ont.
Gurney-Foundry Co, Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal
U.S. Steel Products Export Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Onward Mfg. Co., Berlin
Universal Vacuum Cleaner Ltd., Montreal

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co. Toronto
McDougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Brushes
for Spring Trade

We make a specialty of WHITEWASH, KALSOMINE, SCRUB, SHOE, STOVE, HORSE BRUSHES and STABLE BROOMS, and our values in this class of goods are unequalled.

By placing your order early it will receive better attention than if you wait until the spring rush, and you will be sure to have the goods in time.

Write for prices now

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

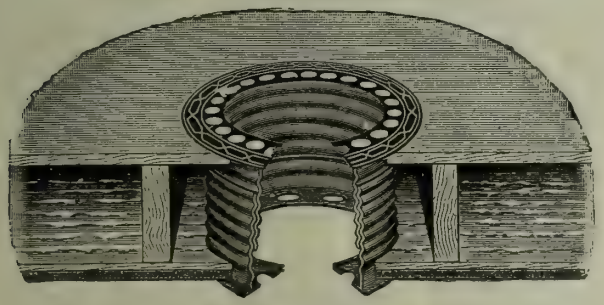
Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

ORNAMENTAL IRON WORK
WIRE CLOTH AND WIRE GOODS
PERFORATED SHEET METAL

We have recently installed a perforating plant and are in a position to supply any sizes of perforation in any kind of sheet metal.

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

TORONTO Gendron CANADA

SELL THIS NEW
ARTILLERY CAR

This car is extremely well-built, extra strong and durable. Body is made of steel, painted grey, tires ⅝ in. rubber or steel. This car makes a very handy and effective delivery wagon as well as a boy's play wagon, and a pushing dealer can sell a lot of them for delivery purposes to his fellow merchants. It sells at a popular price, yielding you an excellent profit.

Write for our catalog.

The Gendron Mfg. Co., Ltd.
TORONTO : CANADA



NAME AND DESIGN REGISTERED.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—One set tinsmith tools and machines, also tinshop and plumbing business. Reason for selling, unable to handle with department store. Apply F. E. NICHOL, Killam, Alta. (1)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the wind'ng up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

WANTED—A man with a $5,000 to $10,000 hardware stock and $10,000 cash to take up a first-class hardware proposition in the West. Address Box 549, Edmonton. (55)

COMMISSION LINES WANTED

WANTED by responsible, energetice firm about to open an ageney in Calgary, lines on commission, or will buy outright if necessary. Address Room 37, Herald Block, Calgary, Alberta. (55)

SITUATIONS VACANT

TRAVELLING SALESMAN WANTED to cover a part of Ontario for a leading stove and furnace house. Only a high class man, thoroughly familiar with these lines and having experience will be considered. Advertisers not located in Toronto, Hamilton or London. Address Box 1061, HARDWARE AND METAL, Toronto. (2)

WANTED — Experienced hardware clerk. Apply, stating age, experience and salary wanted, to J. A. ACTON, 791 Bank St., Ottawa. (1)

WANTED — Experienced heating man to sell "Pease" Boilers and Furnaces to the trade in Toronto. Also, man for Winnipeg and the West. Apply Box No. 1065, HARDWARE AND METAL, Toronto. (1)

SITUATIONS WANTED

HARDWAREMAN, 4 years' experience, general, seeks position in or near Toronto. Good references. Disengaged. LLOYD, 7 Alice Street, Toronto. (1)

WANTED—Position as book-keeper or office assistant by young lady who has had six years' practical experience in general office work in a hardware store Best of references. Box 1063, HARDWARE AND METAL, Toronto. (2)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 814, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY If you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limted, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DURING 1910 the MONARCH displaced hundreds of Typewriters of all makes. In 1911 we anticipate a still greater demand. We have cut down the allowance on these second-hand machines and consequently can sell them cheaper to you. They are carefully rebuilt and are guaranteed to give satisfaction or your money back. If you want a good, strong, clean working Typewriter at a mere fraction of the original cost, write us for catalogue. THE MONARCH TYPEWRITER CO., Ltd., 46 Adelaide Street West, Toronto, Ont.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto. Winnipeg.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

TRY A

CONDENSED AD.

IN

HARDWARE AND METAL

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction



Have You Read about Our Fight Against Catalog Houses?

THE October "Hammer," our house magazine, tells all about it—the trade papers are full of it—the most sensational, significant and scientific move ever planned and executed against the Catalog House—against a business force that is *menacing the very existence of thousands of retailers.*

We don't sell Catalog Houses—we make it impossible for them to buy from jobbers. We tell the consumer, in our national advertising, that Catalog Houses are not licensed to sell our revolvers. The same warning is printed on every revolver box.

These are the opening moves—watch our plans unfold from week to week. If other manufacturers will follow suit the Catalog House problem is solved.

The finest revolver in the world; price maintenance that insures a fair profit; and no Catalog House competitors—isn't that the sort of proposition for a retailer to tie up to?

Iver Johnson's Arms and Cycle Works

Factory and General Offices, 330 River Street, Fitchburg, Mass.

New York:
99 Chambers Street

Pacific Coast Representatives:
Phil. B. Bekeart Co., San Francisco, Cal

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

THE SECRET OF GOOD IRON IS IN THE HEATING.

Sellers of London Bars all know this. You can secure the cream of the trade with them and have no "kicking" if you are handling London Iron. With London Iron the casual purchaser becomes a steady one. Get our prices.

LONDON ROLLING MILL CO., LTD.
LONDON, CAN. (B)

Sales Agents:
Ontario, Baines & Pookover, Toronto

Manitoba, Bissett & Loucks, Winnipeg

JAP-A-LAC

A HIGH GRADE

VARNISH AND STAIN COMBINED

NEW LIST PRICES--- In October we notified the trade by mail of the list prices effective November 1st. We were compelled to make this advance owing to the continued increase in the cost of raw materials, so that we could maintain the high standard quality of JAP-A-LAC that has always characterized the goods. The list prices of JAP-A-LAC are as follows:

ALL COLORS EXCEPT GOLD AND ALUMINUM

1-Gal. can	Imperial Measure	Each, $3.50	Covers 480 sq. ft. (2 coats)
½-Gal. can	" "	" 1.95	" 240 " "
Quart can	" "	" 1.10	" 120 " "
Pint can	" "	" .60	" 60 " "
½-Pint. can	" "	" .35	" 30 " "
¼-Pint. can	" "	" .25	" 15 " "

GOLD			ALUMINUM		
Size No. 3	Each,	$1.10	Size No. 3	Each,	.60
Size No. 2	Each,	.60	Size No. 2	Each,	.35
Size No. 1	Each,	.35	Size No. 1	Each,	.25

JAP-A-LAC Crack and Crevice Filler, 2½ lb. packages, each ..... .50
JAP-A-LAC Crack and Crevice Filler, 1 lb. packages, each ..... .25
(One pound is sufficient for about 40 sq. ft. of surface)
JAP-A-LAC GRAINING TOOL (except when sold in the Model Floor Set) ..... .50
JAP-A-LAC GRAINING COLOR Size No. 1 each ..... .30
(One Jar of Graining Color is sufficient to grain about 100 sq. ft.)
JAP-A-LAC Model Floor Set, each $3.25

The above prices apply to sales in the Dominion of Canada only.

In order that all dealers may have no difficulty in obtaining the present list price, we are supplying the trade with small stickers to be attached to the cans, showing the prices now in effect. We shall be very glad to forward as many stickers as required, upon request, to any dealers.

We urgently request all dealers to secure the new prices on JAP-A-LAC. The high cost of raw materials warrants the list prices charged, and in order to maintain a uniform selling price we wish all dealers to secure the prices now in effect.

PROFIT--- The trade discount on JAP-A-LAC is 30 p.c. from the list prices, producing a profit on the cost of the goods of 42.85 p.c. In addition to this discount, JAP-A-LAC may be purchased under a special contract, providing for a further allowance as follows:

10% on purchases amounting to $100, and less than $250 (producing a profit of 58.73%)
15% on purchases amounting to $250, or more, - - (producing a profit of 68.06%)

This contract includes purchases not only of JAP-A-LAC, but of our Green Label Line of Architectural Varnishes and Advanced Finishes for modern building construction as well, thus making it possible for the smallest dealer to earn the maximum allowance by combining his purchases of JAP-A-LAC and general finishing materials.

Look over your stock and send in your spring order at once. Don't neglect to order a liberal supply of Gold and Aluminum JAP-A-LAC, as these Specialties are particularly rapid sellers.

The Glidden Varnish Company, Toronto, Ontario

CLEVELAND CHICAGO NEW YORK ST. LOUIS TORONTO

Glidden

The Customer's O.K.

MAKES THE PAINT BUSINESS PAY

The corner-stone of every successful business is the O. K. of its customers.

Satisfied customers have saved many a business from ruin, even in the face of mismanagement. But the mismanagement that dispenses inferior qualities and ignores the customer's interest will soon strangle the most lusty infant industry.

Martin-Senour Paint

100 PER CENT PURE

is the paint that wins the hearty approval of everybody that buys it.

Therefore, if you want the right kind of a corner-stone under your paint business, Mr. Dealer, here is the paint that will place it there — it is **the** Paint that gets the O. K. from every customer. Its quality commands it — the necessity for quality demands it. Durability makes it economical — it satisfies the customers as no other paint satisfies — that is what gets the O. K. and piles up profit for the dealer. The Sales Agency for your town will place a solid corner-stone under you.

Write for it today.



THE MARTIN-SENOUR CO., Limited

Montreal — **Pioneers Pure Paint** — **Chicago**

The Winnipeg Paint & Glass Co., Ltd. WINNIPEG

The Maritime Paint & Varnish Co., Ltd. HALIFAX, N. S.

"KONKRETO"

Makes Concrete Dustless

The one objection to Concrete is its dustiness. But even this solitary objection is overcome by "Konkreto"---a special Dougall Composition for varnishing concrete floors, walls and ceilings. It eliminates the dust, prevents mould and makes concrete as easy to clean as any glazed tiling. Wherever there are concrete walls, floors, or ceilings, there are opportunities for a live Hardware dealer to add considerably to his profits by pushing "Konkreto"

Write for our free Booklet "Konkreto," it will give you some valuable selling points in connection with this Dougall specialty.

The Dougall Varnish Co., Limited

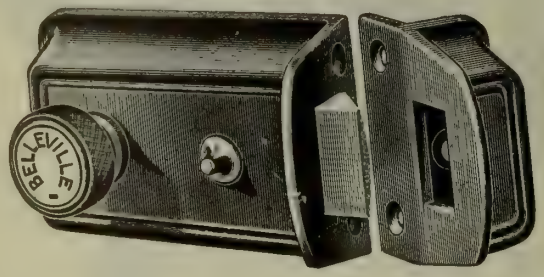
J. S. N. DOUGALL, President

625 St. Paul Street, - - - - MONTREAL

Associated with MURPHY VARNISH COMPANY, U.S.A.







ASK YOUR JOBBER FOR

The Belleville
No. 99 Cylinder Night Latch

The Best and Cheapest

Builders' Hardware of all kinds

Second to None.

Write for our 1910 Catalogue, No. 3.

The Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE : ONTARIO



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Inc.

66-68 Fraser Ave., Toronto, Ont.

Branches: Boston, New York, Philadelphia, Chicago San Francisco

Build up a trade on **the repeat order** basis by recommending

"International" Varnish Products

A majority of Hardware Dealers *are* doing that.

Don't take it on our say-so, but *investigate* for yourself—

And you will find out that a *big percentage* of Canadian Hardware Merchants *feature* "International Products.

There are *more than a few reasons* why they should. Take

ELASTICA

for instance—the floor finish that's practically imperishable—The only truly elastic finish on the market—the finish that wears like nickel steel.

Elastica does not mar, scratch, white or spot.

It dries dust free in four to six hours and hardens over night.

Elastica Nos. 1 and 2 are used for Exterior and Interior work respectfully.

Let us know your varnish and finish requirements and we'll give you solid reasons why you should always specify International Products.

All International Products are sold in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

A-24

THE STEEL COMPANY OF CANADA, Limited

DOMINION WIRE MANUFACTURING CO.—BRANCH

BRANCH OFFICE:
MONTREAL



WORKS:
LACHINE

Iron and Steel Wire
ALL KINDS—ALL SIZES

Wire Bale Ties
CUT TO ANY DESIRED LENGTH WITH LOOP ON ONE END

Brass and Copper Wire
FOR MECHANICAL AND ELECTRICAL PURPOSES

Dominion Field Fence
FOR FARM AND RAILROAD USE

Wood Screws
IRON AND BRASS—FLAT, ROUND AND OVAL HEADS

BRIGHT WIRE GOODS - JACK CHAIN - COTTER PINS
WIRE COAT AND HAT HOOKS - WIRE BARREL HOOPS
STRAND GUY WIRE - GALVANIZED CLOTHES LINE WIRE

WE HAVE EXCELLENT FACILITIES FOR HANDLING CARLOAD SHIPMENTS
SEND US YOUR ORDER FOR A MIXED OR STRAIGHT CARLOAD

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co., Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

Your biggest asset

THE drawing power of a well-lighted store is acknowledged, and by no method can your store be made so attractive as by lighting it with our

GASOLINE LIGHT

It is absolutely safe, better and cheaper than electricity or gas and safer than coal oil and candles.

You save money by buying your mantles and glassware from us.

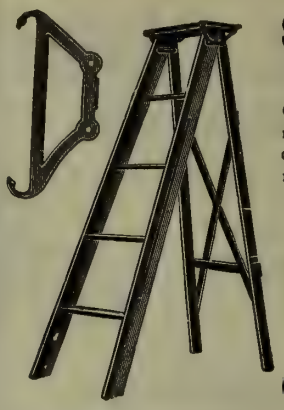
Special prices direct to merchants.

Get our circular.

MacLaren & Co., Merrickville, Ont.

AGENTS WANTED.





STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

WHAT ARE YOU DOING

to prevent orders for leather belting going direct from local users to manufacturers? This is your trade and you will find that an assortment of Goodhue's

LEATHER BELTING

in the stock sizes, aggressively displayed and advertised, will bring the trade to you. Just try it. Begin by writing us for Price List.

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

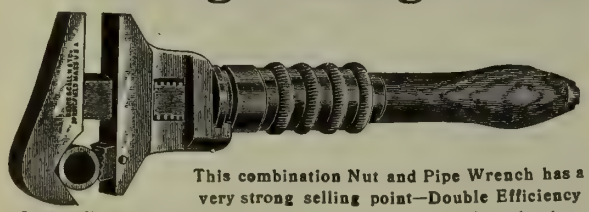
Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C FOSTER, Secretary

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK

GRANTED 1682

Sole Agents for Canada

James Hutton & Company

Montreal

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE-CARRIER COMPANY

99 ONTARIO STREET TORONTO. ONT.

EUROPEAN OFFICE: 116 HOLBORN. LONDON E.C. ENG.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

HARDWARE IS "STRONG" WARE
and so is

New Brunswick "KRAFT"

WRAPPING PAPER

ASK YOUR WHOLESALER

The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
124 Richmond W. M. 1093	Mills Millerton N.B.	404 St. Nicholas Bldg. M. 1746

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

Glues, Gelatines and Size

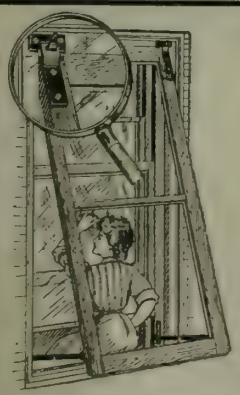
Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England



The ONLY Way is The PHENIX Way

To simply **show** Phenix Hangers and Fasteners is to sell them.

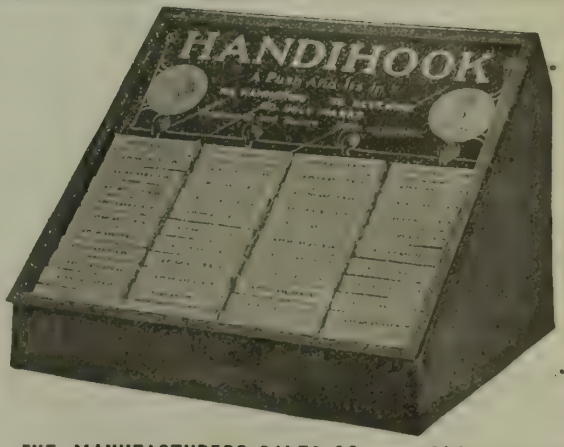
Storm Windows and Screens are as easily hung or removed *from inside* as you would hang a picture; for ventilation or for window cleaning swing them out.

Hangers Retail at 10 cents; Hangers and Fasteners retail at 15 and 25 cents per set with screws.

Every house-owner demands them.

For catalog and trade discounts address

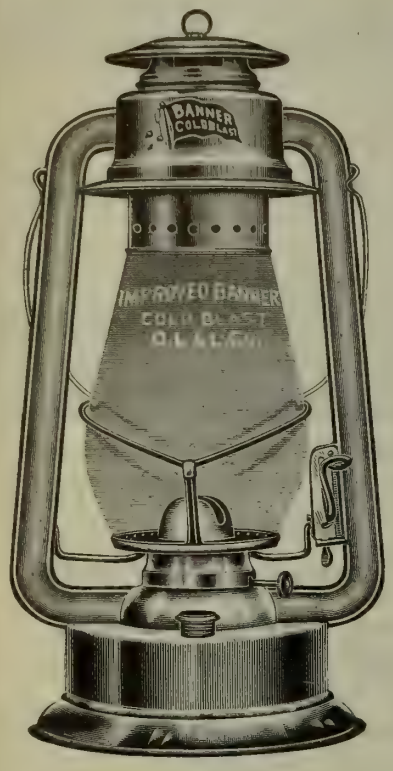
PHENIX MFG. CO., 030 Center St., Milwaukee, Wis.



Special Display Case

Write for Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL



"BANNER" 1911

Cold Blast Lantern

Samples Now Ready!

Enlarged Oil Well. The Banner now burns 15 hours longer than any other C.B. Lantern.

Reinforced Automatic Lift Lock.

The Heaviest and Handsomest C.B. Lantern on the market!

STOCK BANNERS
AND ENSURE PLEASED CUSTOMERS

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

Cummer-Dowswell Wash Day Labor Savers all have that Exclusive "Something Different"

that interests buyers and makes the line READY and STEADY SELLERS.

For Instance :—

TUBS with NO INSIDE OBSTRUCTIONS, but of large capacity, and an opening full size, providing ample space for wringing operations. Then the inside is CORRUGATED IN CENTRE ONLY, leaving full thickness of stave at top and also where bottom is fitted in, A VERY IMPORTANT FEATURE, as it prevents leakage, as in the case where bottom and corrugation meet, and greatly strengthens both chime and top.

MADE BY

Ideal Low Pressure Power



The LEG HOLDER is Bessemer Steel, grips under chime and is **bolted through** both tub and leg (not leg only), making the tub and leg strong and rigid as a bar of iron.

Then it's the most complete, best, and most widely advertised line of Washing Machines, Clothes Wringers (both hand and power), Churns, Egg Crates and Rotary Lawn Clothes Dryers on the market.

All machines of QUALITY and reasonably priced.

CUMMER-DOWSWELL, Limited, Hamilton, Ont., and sold everywhere

W. L. Haldimand & Son, Montreal, Eastern Agents. **Harry F. Moulden, Winnipeg, Western Agent.**

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

ELECTRIC-WELDED DOG LEADS

Three Sizes

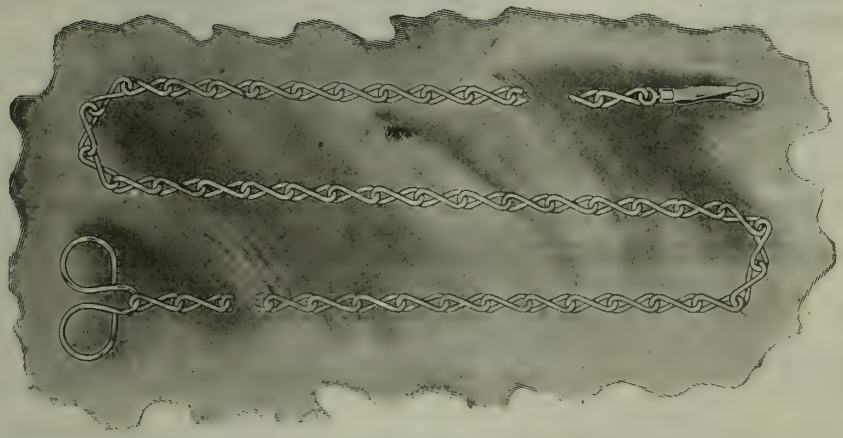
Light, No. 3

Medium, No. 2

Heavy, No. 1

Any Length

from 4 foot Lead to 9 foot Kennel Chain.



Three Finishes

Polished
Brass-plated
Nickel-plated

Any Style

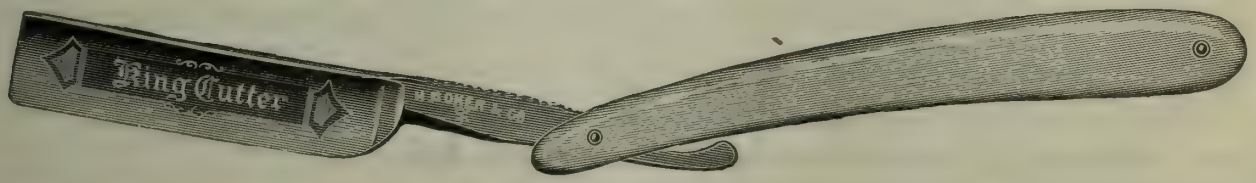
Hand Loop and Snap for Leads.

Two Snaps for Kennel Chains.

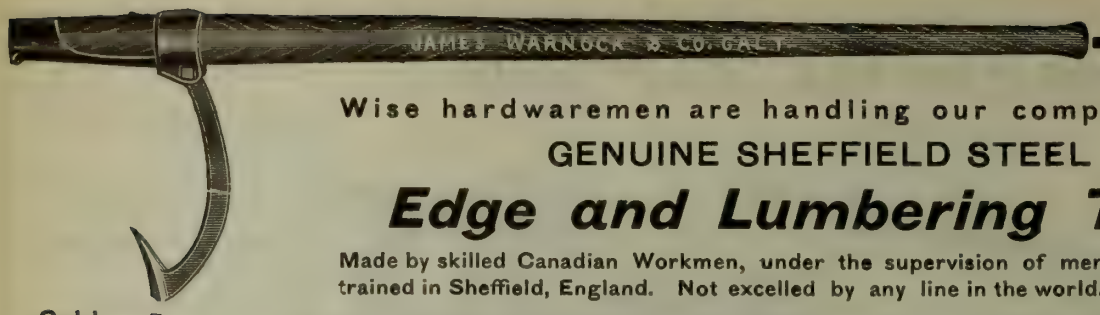
McKINNON CHAIN COMPANY

Office: BUFFALO, N.Y. *Factory: ST. CATHARINES, ONT.*

H. Boker & Co.'s 'Tree' Brand Cutlery



Tree Brand are the Quality Kind—the kind that keep your men customers on the satisfied list. They take a keen edge and they keep a keen edge—an edge that gives a clean, close, satisfying shave. Please a man with a razor, and you've landed him for good—he'll call again and often, and will know from experience with Tree Brand Razors that he can't do better than buy Tree Brand Pocket Cutlery, Shears, Scissors, etc. Isn't that sane argument? You know "A pleased customer is your best customer." Tree Brand Cutlery will withstand every test to which it can be rightly put. Designed right, made right, finished right—there's no better Cutlery sold under the sun.



Wise hardwaremen are handling our complete line of

GENUINE SHEFFIELD STEEL

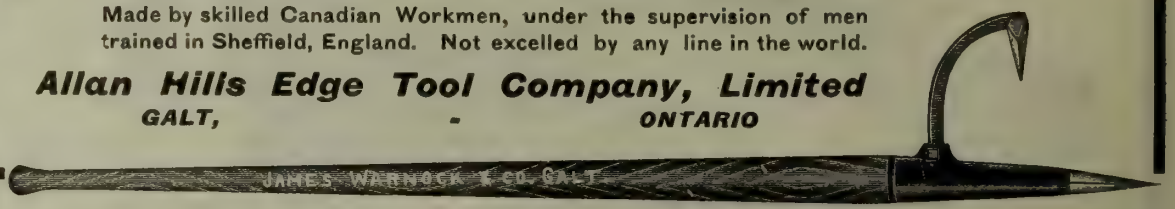
Edge and Lumbering Tools

Made by skilled Canadian Workmen, under the supervision of men trained in Sheffield, England. Not excelled by any line in the world.

Sold by all Jobbers

Allan Hills Edge Tool Company, Limited

GALT, - ONTARIO

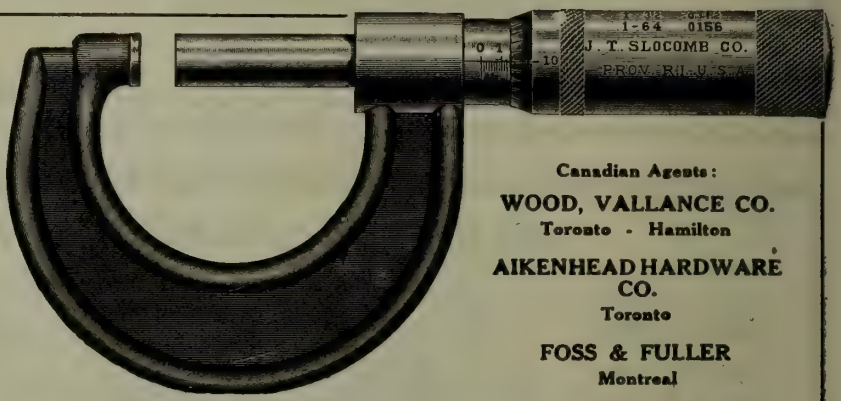


Tell the Mechanics

of your locality that you are selling the "Slocomb" line of Micrometer Calipers and you will convey a strong impression that you are a dealer in the most reliable tools.

Slocomb Micrometer Calipers

are made in all sizes from 0 to 24 inches and from 0 to 600 m.m. metric. They combine with the highest accuracy the greatest durability.



Canadian Agents:

WOOD, VALLANCE CO.
Toronto - Hamilton

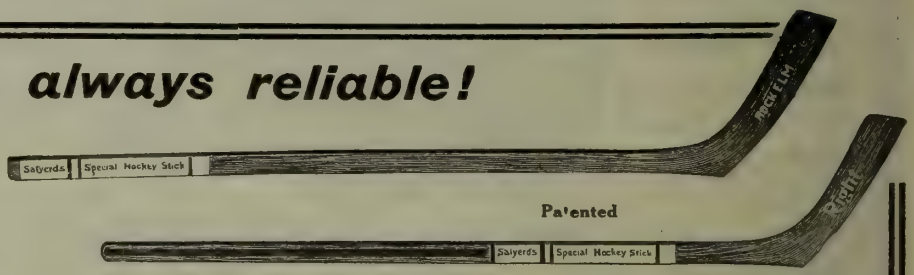
AIKENHEAD HARDWARE CO.
Toronto

FOSS & FULLER
Montreal

J. T. SLOCOMB CO., - - Providence, R.I., U.S.A.

The line that is always reliable!

You are safeguarding your own interests if you are featuring the famous



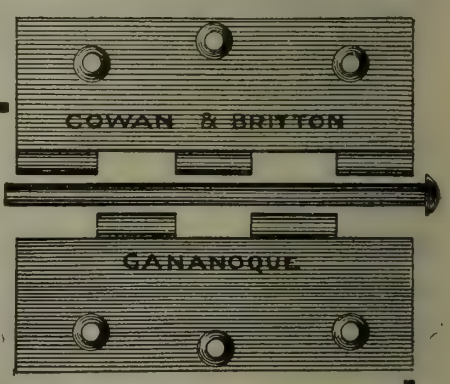
SALYERDS

LINE OF HOCKEY STICKS

They are made solely of specially selected, second-growth rock-elm, and are perfect in balance, finish and wearing qualities. Our Patent Grooved Hockey Stick WON'T SLIP IN THE HANDS. Ask for it. Wholesale and Jobbing Trade only.

E. B. SALYERDS, Preston, Ontario

DON'T BE MISLED!



You are doing your business incalculable harm if you are selling inferior Builders' Hardware. You can be on the safe side if you handle our

BUTTS, HINGES, HASPS, NAILS, STAPLES, etc.

a real quality line, and no dearer than inferior goods. Over forty years' reputation back of our products. If your jobber can't supply you, write us direct.

COWAN & BRITTON, :: :: GANANOQUE, ONT.

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C---5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal

We require reliable agents in: WINNIPEG, FOR MANITOBA AND SASKATCHEWAN.
CALGARY, FOR ALBERTA. VANCOUVER, FOR BRITISH COLUMBIA.

Only those with a knowledge of the Varnish, Enamel and Printing Ink Trades need apply.

THE BEST CHEAP FENCE
ON THE MARKET IS

"MONARCH" WIRE FENCE

"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

The Owen Sound Wire Fence Co. Limited

OWEN SOUND, - - - ONTARIO

"ATLAS" Chain Blocks



The Atlas is the Fastest, Strongest and most Durable

Worm Gear Chain Block on the market. It is made of steel and wrought iron and has proved its lasting qualities in thousands of the world's leading machine shops. In shops and warehouses where quick handling of pieces is an important factor of the day's work Atlas Blocks will pay for themselves in a shorter time than any other block.

Always in stock.

Send for Catalog

SCHUCHARDT & SCHUTTE

307 Coristine Building, MONTREAL

New York London Shanghai Berlin Vienna
Stockholm St. Petersburg Copenhagen Budapest

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.





CAMPBELL'S XXX CHOPPER

Pays the Jobber to handle

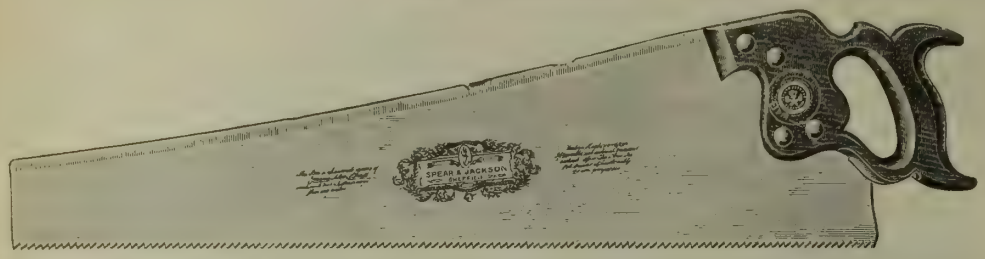
Quick seller for the storekeeper who has customers looking for quality.

If you want the best axe made write us.

CAMPBELL BROS.
Sole Makers XXX Chopper
ST. JOHN N B., CANADA

THE BEST SAWS MADE

AS EVERYONE KNOWS, ARE

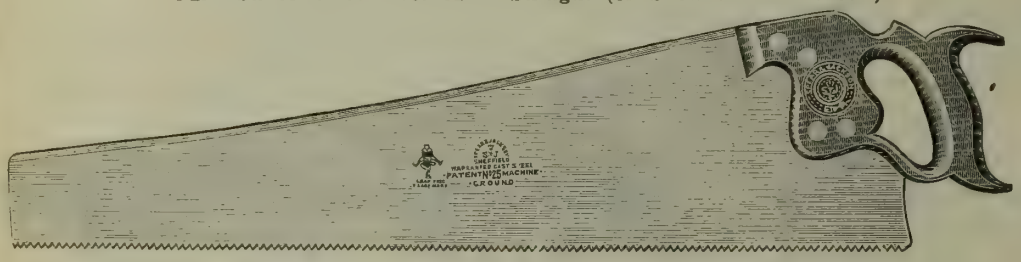


Band, Cross-Cut, Back and Circular Saws, Plumbers' Saws, Chisels, Gouges and General Edge Tools, Mining and Drill Steel Manufactured by

Spear & Jackson,
Limited
Sheffield, England

THE LARGEST MAKERS OF SAWS in the British Empire.

Our "Vanadium Steel" No. 171-A---(Straight Back 173). UNAPPROACHED in Quality.
Our "Silver Steel" No. 82A---Straight (or Skew Back No. 88A)



Our Warranted Cast Steel No. 25A (or Straight Back No. 118) equal to many of the so-called High Grade Saws.

No Hardwareman should be without our splendid NEW TOOL CATALOGUE, obtainable from CANADIAN REPRESENTATIVE ;---

J. A. HENDERSON, METALS AND HARDWARE BOARD OF TRADE BUILDING, **MONTREAL**



SPRAYS AN ACRE IN 20 MINUTES.

The **H. P. Spramotor** will spray on **acre** of Potatoes in only **20 minutes.** No other method known can do that work in even twice the time.

The picture above shows the **H. P. Spramotor** spraying Potatoes. There are three nozzles to a row, and four rows. Two spray from the sides, and one from the top. They are adjustable to height and width up to 40-inch rows. The nozzles will not clog, or get out of order. Have a 12-gallon air tank, with 100 pounds pressure guaranteed with 12 nozzles open. Automatic and hand controlled. The **Spramotor** has agitator clean-out pressure relier into tank, and nozzle protector, all under control of the driver, from seat. The **Spramotor** is made for 1 or 2 horses. Fitted for Orchard, Vineyard and Grain Crops. Can be operated by hand. The **Spramotor saves** enough money in time and labor to **pay for itself** in 1 year on 20 acres of potatoes. Don't be content with moderate results when you can increase per

R. D. HEARD - - 1384 King St., London, Canada.

JAMES HILL & CO., LTD.
Cable: James Hill, London.
IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts and all kinds of Fittings and Hardware. Castings, etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA
TORONTO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

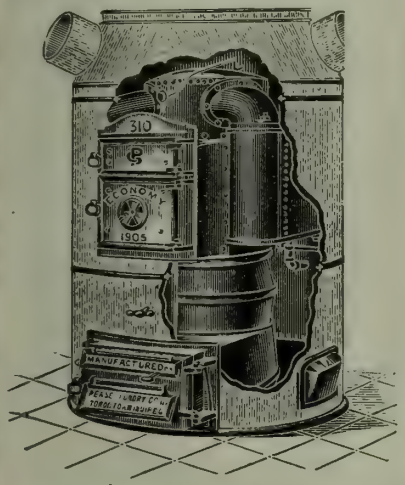
WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

G.F. Stephens & Co. Limited

Pioneer Paint and Varnish Makers of the West.
ESTABLISHED 1882.

WINNIPEG, - - CANADA.

Branch at Calgary, Alta.

"The thing which has taken root and become strong has thriven only because it had life in it."

For twenty-nine years we have received the confidence and respect of the West through fair and honest dealings. The best materials only enter into *Stephens* manufactured lines. The various formulae are made up through years of testing and experiment. Everything which would better our Paint was incorporated and to-day it stands alone.

THE BEST IN THE WEST.

We will be glad to submit you our Agency proposition. It is a dandy.

WROUGHT PIPE



Quality dominates M.R.M. Pipe. Every length is given a test of 500 lbs. hydraulic pressure to the square inch before it leaves our mill. This is a test the pipe will not meet with in actual use.

All Bundles Tagged M.R.M. CO. **with our Trade Mark**

The Montreal Rolling Mills Co.
MONTREAL

THE PROFITS POUR IN FROM CALCIMO SALES!

ARE YOU GETTING YOUR SHARE? THEN WHY NOT?

STOCK IT. A QUICK-SELLING WALL FINISH.

SANITARY. WILL NOT RUB. READY FOR USE WHEN MIXED WITH COLD WATER.

EASILY APPLIED. WILL NOT JELL OVER NIGHT.

THE WINNIPEG PAINT & GLASS COMPANY, Limited

EDMONTON — The Calgary Paint and Glass Company — WINNIPEG



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

One Issue Sufficient

S. B. McClung & Co., Trenton, inserted the following advertisement in our November 26 issue:—

FOR SALE—One set of tinsmith's tools and machines.
S. B. McCLUNG & CO., Trenton, Ont. (47tf)

November 28 they write us as follows:—

GENTLEMEN,—You may withdraw our advertisement as tools are sold.
one issue was sufficient.

(Signed) S. B. McCLUNG & CO.

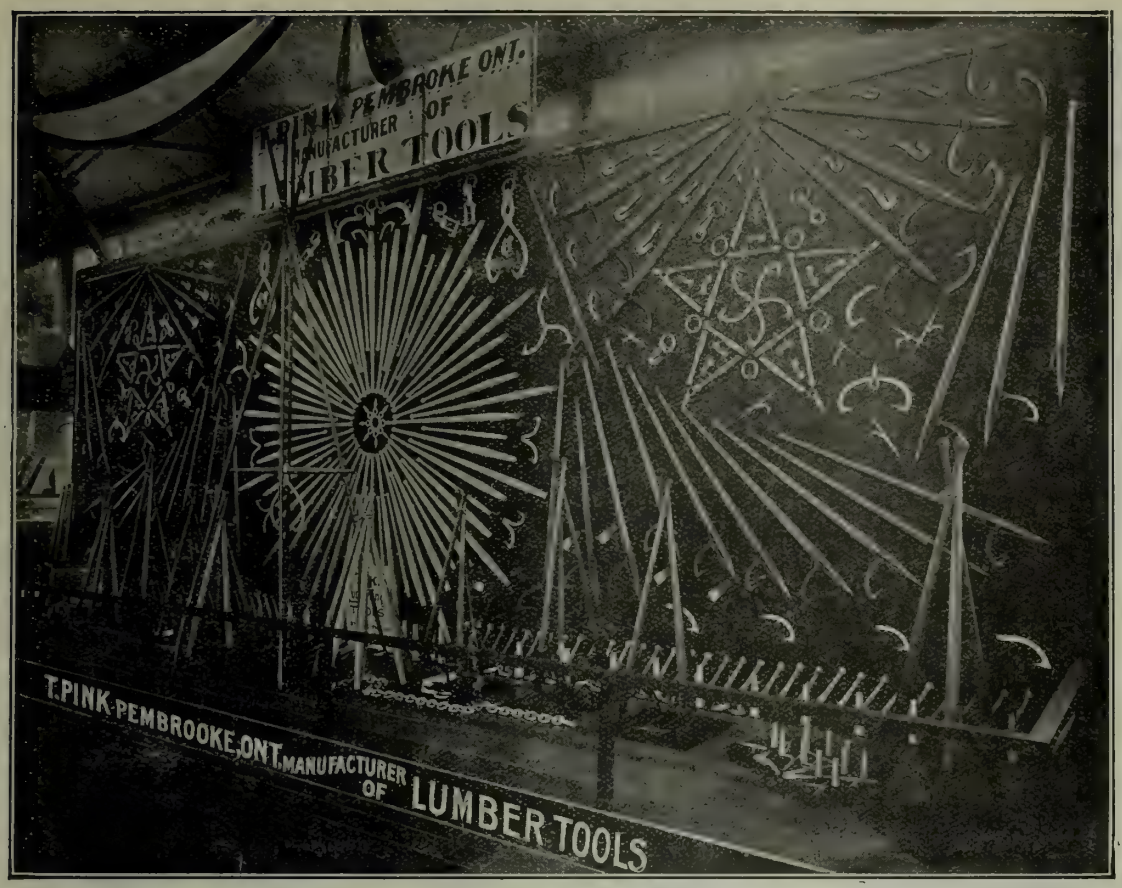
The cost of this advertisement for one issue was 30 cents. Hardware and Metal "Want Ad." page offers the most economical and most effective method for locating the man who is looking for the very proposition you have to offer.

It is read every week by the best hardware dealers, clerks, travellers and manufacturers in every province of the Dominion. Have you any proposition of interest to these men?

"Want Ad." rates (payable in advance), 2 cents per word first insertion, 1 cent per word subsequent insertions; 5 cents additional each insertion when box number is required.

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

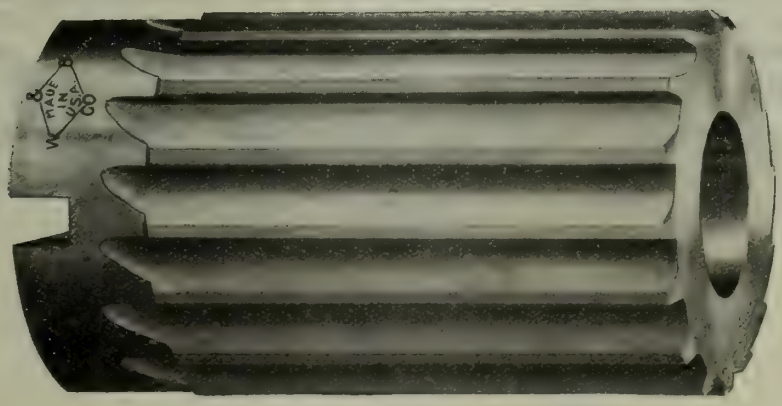
Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Trade W B Mark

Stands for Quality and Accuracy



This Trade W&B Mark

Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture, and is subjected to the most rigid tests and inspections.

We carry the largest and most complete stock of Twist Drills and Reamers in Canada, and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO



A SUGGESTION

FOR

1911

Make a Push

on

Goodell-Pratt Tools

"ENTERPRISE"



THIS well-known Food Chopper is made with characteristic "Enterprise" skill and care.

For a popular-priced seller there is no chopper to equal it.

It's strong and simple, and the cutting mechanism is perfect. We guarantee it to chop *raw meat* and to do more and better work than any food chopper made.

Thousands of satisfied customers and extensive national advertising have made the "Enterprise" Food Chopper famous the country over.

If you would like to link your store to our advertising campaign, drop a line for some of our trade aids. Gladly sent free on request.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

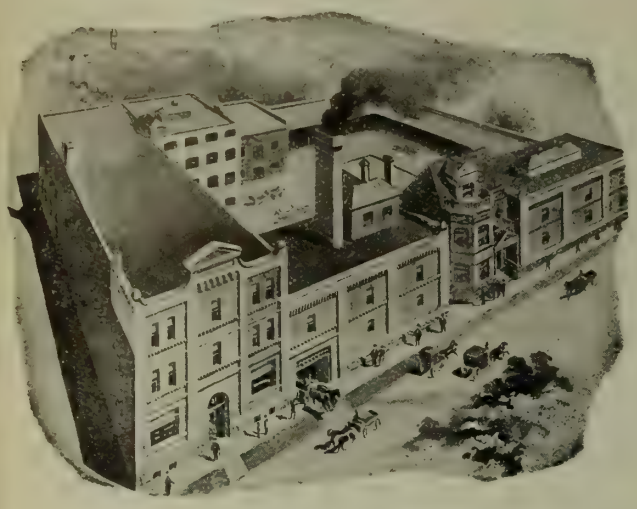
Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C



Ingot Aluminum

Aluminum Solder
Guaranteed Solder
Wiping Solder
Special Solder
Babbitt Metal, all grades
Yellow Brass Ingot
Red Brass Ingot
Ingot Copper
Spelter, Antimony, Phosphor Tin, Phosphor Bronze
Pig Lead, Block Lead, Brass Castings

If you don't see what you want here, ask

The Canada Metal Co., Limited, Toronto

The BISSELL Carpet Sweeper

Famous Alike in Two Hemispheres

IF fame is measured by acknowledged leadership, by the universal endorsement of the people of every country, then indeed is the Bissell Sweeper truly famous.

For thirty-four years the BISSELL has been recognized as the best carpet sweeper that man ever devised, and so evident has been its superiority over all other makes in design, mechanism, finish and salability, that it has occupied a position in trade distinctly unique. In every country of the world where climatic conditions permit the use of carpets and rugs, the Bissell sweeper is sold and commands the bulk of the sweeper trade. The supremacy of the BISSELL is due mainly to three things: Superior construction and finish, extensive advertising, and through confining ourselves to the manufacture of this one product exclusively.

We are the ***only exclusive*** manufacturers of carpet sweepers in the world, and it is evident that we must necessarily attain to a higher perfection in the art of carpet sweeper building than the concern that manufactures a miscellaneous line, including sweepers. There are over 12,000,000 Bissell sweepers in use throughout the world. The BISSELL is the only genuine BALL-BEARING carpet sweeper made, and it excels all others in light-running, durability, quality of materials throughout, finish, salability, etc.

The BISSELL has taken the ***highest awards in all the great expositions of the world that have been held during the past quarter of a century, as follows:***

American Institute Exposition, medal of superiority granted 1884-85-86-87-88-89-90-92; Massachusetts Mechanics' Charitable Association, medal of superiority granted in 1887 and silver medal by the same association in 1892; Anglo-Danish Exposition, London, 1888, silver medal; Paris Exposition, 1889, gold medal; Paris Exposition, 1900, gold medal; Pan-American, 1901, gold medal; Japanese Exposition, Osaka, Japan, gold medal, 1903: ***World's Fair, St. Louis, Mo., 1904, Grand Prize;*** Brussels Exposition, 1910, gold medal.

Write for a copy of our New Year's Greeting.

Bissell Carpet Sweeper Co., Grand Rapids, Mich.

(Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World)

BRANCHES: New York (Eastern Office, Salesroom and Export Dept.), 25 Warren St.; Niagara Falls, Canada (Factory); London, England; Paris, France.



DOMINION STALL FIXTURE

Strongest, Simplest, Easiest to Attach

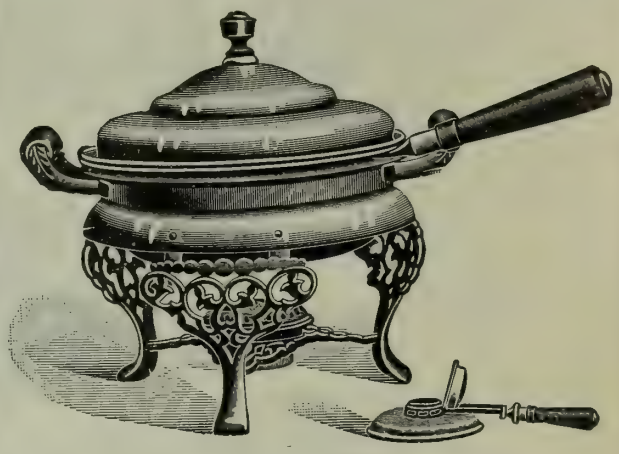
Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock.

Oneida Community, Ltd.
Niagara Falls - Ontario

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Ask for Catalogue.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto.

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

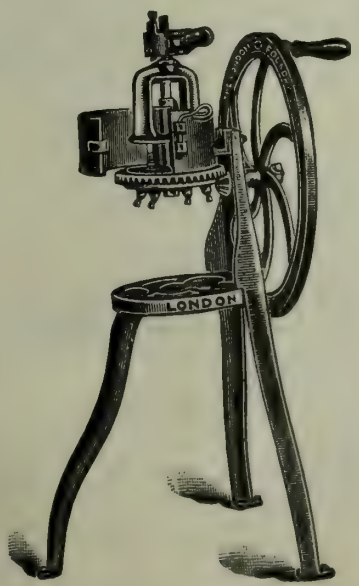
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

SELL

Simonds Files

TO

Saw Millmen

These men know Simonds Saws and are acquainted with the high quality goods which we manufacture, so you see it will not be difficult to interest them in Simonds Files. The fact that they are already being satisfied by one Simonds product helps you to make the sale. There is no question but what these Files are second to none in quality. We want every Dealer in Canada to carry them in stock. Buy through your jobber or direct from any of our offices.

Simonds Canada Saw Co., Limited

Montreal, Que. St. John, N.B.
Vancouver, B.C.

AN HONEST ROPE



Honesty—trust-worthiness is one of the highest qualities in the human character. So it is with any article of merchandise. The thing which makes it most valuable is the honest quality which is made a part of it by the manufacturer.

Good, sound raw material and intelligent, honest workmanship, not only talked about but actually put into the goods, are what make an article trustworthy—desirable.

In this class for the last eighty-six years has been

PLYMOUTH ROPE
"The Rope You Can Trust"

There is pleasure in using an article of this kind—there is satisfaction in selling it. Are you getting some of this satisfaction?

Our well distributed stocks and the readiness with which your jobber can get his supply of PLYMOUTH rope make the filling of your orders easy and prompt.

Tell your Jobber to send you PLYMOUTH next time.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

This illustration is of one of the deservedly popular numbers being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY
HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*



Ross Rifles Pay No Duty!



Your customers know that the Ross Rifle is equal in every particular to any imported rifle.

You know and they know that you can save them money by selling them a Ross Rifle.

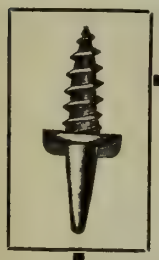
Then in justice to your customers, whose good-will you want as well as their trade, give them an opportunity of judging the Ross Rifle.

If you have a possible customer and no stock, write at once. You can always get a supply in a few days.

$25.00 and upwards.

WRITE FOR FULL PARTICULARS AND ILLUSTRATED CATALOGUE.

Ross Rifle Co. - Quebec





LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

The Steel Company of Canada, Limited

HAMILTON :: CANADA

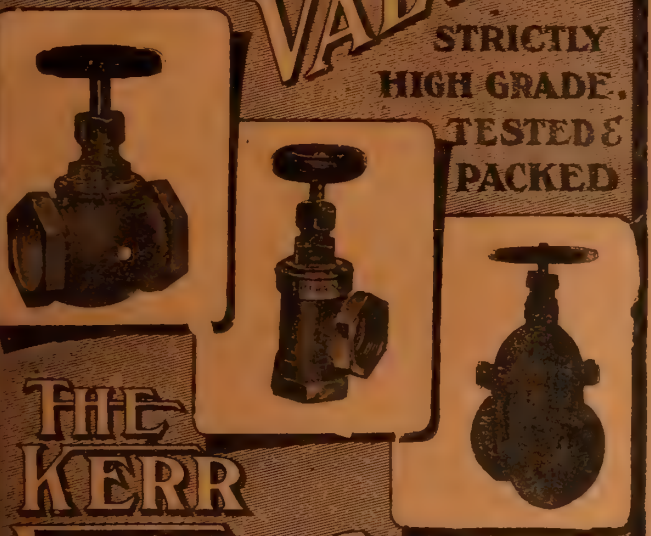






KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

The Enviable Reputation

Earned by

Still's Axe Handles

has been built up chiefly by attention to two details:

1. Care in the selection and seasoning of the would.
2. Skill in the shaping and balancing of the handle.

As a genuine satisfaction-giving line, Still's Handles have no superior and very few equals. The prices will interest you.

J.H. Still Manufacturing Co.

Limited

St. Thomas, - - Ontario

Decide now! Delay is dangerous!

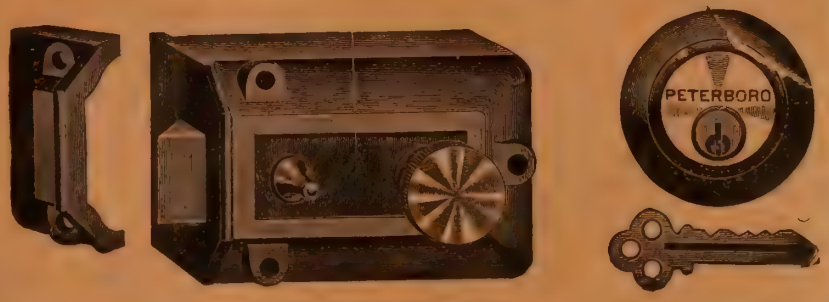
You will find our lines of rim and mortise locks and of inside, front and store door sets are such as to meet every requirement of your trade.

Decide to-day to handle these splendid profitable goods.

Write for Prices To-day

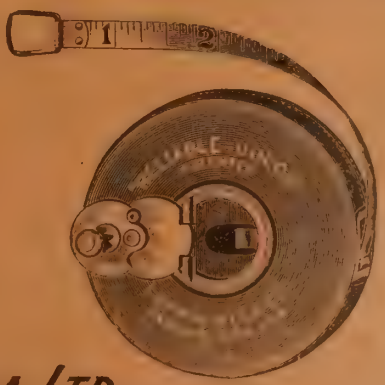
The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



Cylinder Night Latch, No. 103

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS

SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.



Est. 1868 Inc. 1895

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We have a large stock of above well-known brand of Steel and are in a position to name attractive prices for early delivery.

SEND US YOUR ENQUIRY.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN - CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JANUARY 14, 1911 NO. 2

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

For Sale By Leading Wholesale Houses.

A GOOD RESOLUTION
TO USE
"Queen's Head"
Galvanized Iron
DURING 1911

CANADA

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch



The Monarch Cobbler's Outfit

For general Boot, Shoe and Harness Repairing

This Ourfit contains all Tools, etc., necessary for Boot, Shoe and Harness Repairing and will appeal to a very large section of the community anxious to save money by doing this work for themselves. "MONARCH" Sets sell like "wildfire" all the time!

The Taylor-Forbes Co., Ltd.
Head Office and Works:
Guelph : Ontario

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers' Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

Index to Advertisers and Buyers Guide Pages 54-56. Want ads. page 58.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2¼ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.

The Owen Sound Wire Fence Co., Limited

Owen Sound, Ontario

WESTERN AGENTS

Brandon Safe-lock Fence Co., Brandon, Man.

Lumbermen Swear BY them Not AT them

The capture of the lumberman's trade is an important matter to you, and this trade will still be yours if you handle

STILL'S HANDLES

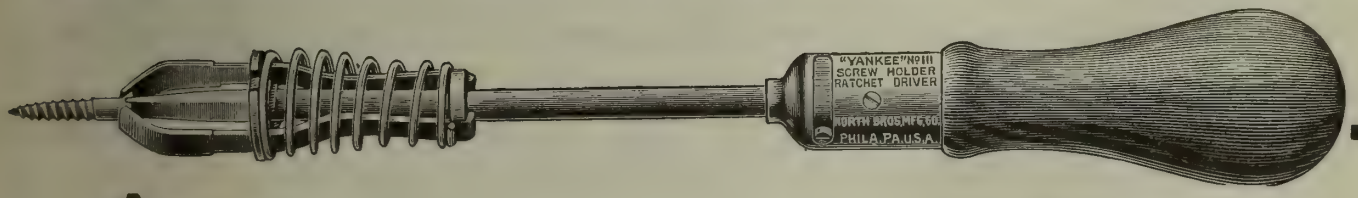
Shaped after the famous Gilmour Pattern.

They are made of the cleanest and toughest hickory we can get hold of.

List and Discounts on Request

J. H. Still Mfg. Co., Ltd.

ST. THOMAS, ONT.





Somebody is Selling "YANKEE TOOLS"

Somebody is Getting the Trade

IF IT'S YOU—Accept our congratulations. You are wise that "Yankee" Tools are as needful to the Mechanic's outfit as a hatchet and saw—that if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

WRITE FOR CATALOG.

IF YOUR COMPETITOR---WHY NOT YOU? You can get more of this trade and ought to have it. We are interested in your getting it. Why not send your advertising matter with your imprint, free of expense? Have your jobber send you a sample lot of the best selling "Yankees." There are 35 styles and 75 sizes to select from.

NORTH BROS. MFG. COMPANY

PHILADELPHIA, PA.



"Quality is essential for reputation and profit.
It pays to sell goods you can guarantee."
—The Philosopher of Metal Town.

Every sheet fits evenly—each corrugation is guaranteed perfectly uniform.

CORRUGATED IRON

ROOFING AND SIDING

It's the "Metallic" workmanship that counts. Every employee of the large "Metallic" Plant is imbued with "Metallic" ideals—absolute perfection. The high standard of all "Metallic" goods is the result. "Metallic" Corrugated Iron is superior to all others. The corrugations are pressed one at a time—not rolled The sheets fit perfectly —guaranteeing absolute satisfaction.

Flat or Curved—Galvanized or Painted.

Any Size or Gauge.

Also ask for new illustrated price list No. 4 - A.

Manufacturers of "Metallic" Building Materials, "Eastlake" Steel Shingles, "Metallic" Ceilings and Walls, "Metallic" Rock-faced Siding, "Metallic" Cornices, Steel Eavetrough, Conductor Pipe, Fireproof Doors and Windows, etc.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2407

THE STEEL COMPANY OF CANADA, Limited

DOMINION WIRE MANUFACTURING CO.—BRANCH

BRANCH OFFICE:
MONTREAL

ESTABLISHED 1880 INCORPORATED 1883
DOMINION
TRADE MARK

WORKS:
LACHINE

Iron and Steel Wire
ALL KINDS—ALL SIZES

Wire Bale Ties
CUT TO ANY DESIRED LENGTH WITH LOOP ON ONE END

Brass and Copper Wire
FOR MECHANICAL AND ELECTRICAL PURPOSES

Dominion Field Fence
FOR FARM AND RAILROAD USE

Wood Screws
IRON AND BRASS—FLAT, ROUND AND OVAL HEADS

BRIGHT WIRE GOODS - JACK CHAIN - COTTER PINS
WIRE COAT AND HAT HOOKS - WIRE BARREL HOOPS
STRAND GUY WIRE - GALVANIZED CLOTHES LINE WIRE

WE HAVE EXCELLENT FACILITIES FOR HANDLING CARLOAD SHIPMENTS
SEND US YOUR ORDER FOR A MIXED OR STRAIGHT CARLOAD

BLACK DIAMOND

FULLY GUARANTEED

AXES



SINGLE BIT, MICHIGAN PATTERN

Have the Qualities which appeal to the man who uses an axe.

THE BALANCE
THE HANG

CLEAN CUTTING and
CHIPPING EASE

They take and hold a sharp cutting edge.

ATTRACTIVE FINISH
and
SYMMETRICAL OUTLINE

BLACK DIAMOND
Axe Catalogue
No. 39
Sent Upon Request.



DOUBLE BIT, MICHIGAN PATTERN

HIGHEST POSSIBLE GRADE. PRICES REASONABLE.

Stocked in all Popular Patterns and Sizes.

Black Diamond Cross-Cut Saws

Are Strong Favorites with Sawyers—Because they are Fast Cutting, Require Little Filing, Clear Well, and do not Bind in the Kerf.



Send us a Mail Order, or give our Salesman an Order. We Replace Any Defective Axes and Saws Bearing Our BLACK DIAMOND Brand.

LEWIS BROS., Limited, Montreal

Ottawa **Toronto** **Vancouver**

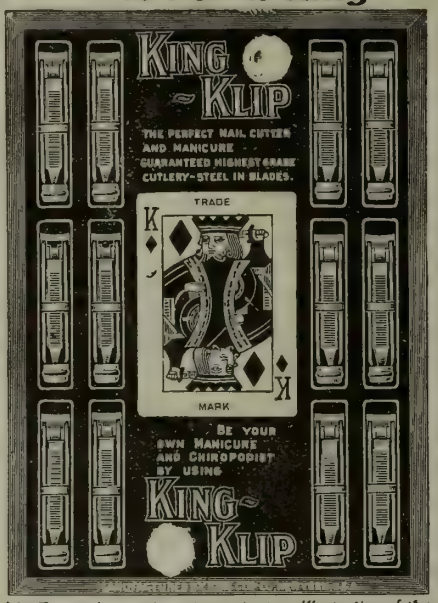
King Klip Nail Cleaners

"Fit For a King"

All Hardware Merchants should stock the

"King Klip" Cleaners

The Best Selling Clipper on the Market



THE cut shown above is a minature illustration of the beautiful celluloid card with easel back 6½ x 9 holding one dozen King Klips. It is extremely attractive, and makes selling easy.

Never Tears or Breaks, Always Clips the Nail with ease

No Sharp Edges

Not Bulky

Easy to carry in the Pocket

Very Pretty

Merchants are making Large Profits selling the King Clip

The King Clip is highly polished and nickled-plated and is the most perfect nail clipper made

Made from the highest grade steel



They are mounted on beautiful display cards, one dozen to a card, making a fine display for your counter

Manicuring is a pleasure with this Clipper

Write for Price

WE SHIP PROMPTLY

WE SHIP PROMPTLY

F. & W.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F. & W.

THE NEW
IVER JOHNSON
SAFE REVOLVERS



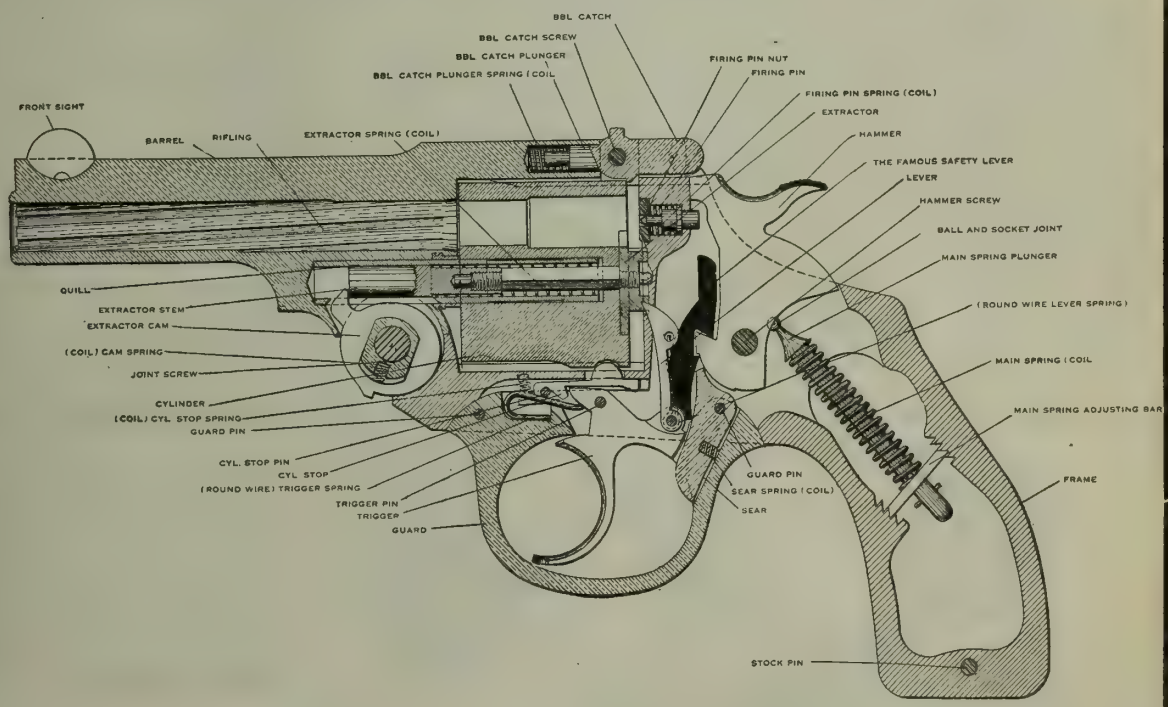
WITH WIRE SPRINGS THROUGHOUT.

WILL COST YOU NO MORE THAN YOU HAVE BEEN PAYING FOR THE REGULAR IVER JOHNSON MAKE, SO POPULAR FOR YEARS.

MAIN SPRING CAN BE ADJUSTED.

FRAME IS HEAVIER.

BLUED OR NICKEL FINISH.



SAFETY HAMMER PATTERN

.22 Cal. x 3 inch Barrel, .32 Cal. x 3 inch Barrel. .38 Cal. x 3¼, 4 and 6 inch Barrel.

SAFETY HAMMERLESS PATTERN

.32 Cal. x 3 inch Barrel, .38 Cal. x 3¼, 4 and 6 inch Barrel.

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG

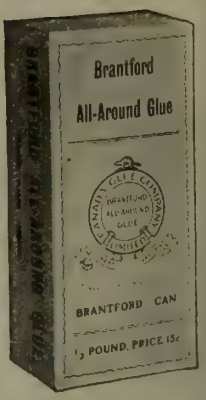


BRANTFORD ALL-AROUND GLUE

(GRANULATED)

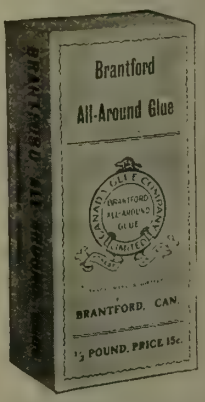
THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

QUALITY TELLS!



J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	" "
Miller-Morse Hdwe. Co., Limited	" "
G. F. Stephens & Co., Limited	" "
Wood, Vallance, Limited	" "
The S. Hayward Co., Limited	St. John, N. B.
Emerson & Fisher, Limited	" "
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	" "
The Fife Hdwe. Co.	Ft. William, Ont.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	" "
Lewis Bros. Ltd.	" "





IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.



That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY: INDIANAPOLIS IND.

E. C. ATKINS & CO.

HAMILTON ONT.



The high prices of Furs all over the country will be a big incentive toward trapping this winter, and the dealers who show a strong line of

Snow Shoes, Game Traps, Etc.

will undoubtedly get the cream of this trade. The "Samson" guaranteed Snow Shoe is patterned correctly to suit the trapper and is made of the very highest quality materials. The Samson shoe is guaranteed not to sag or stretch. This is a big feature. Send us your orders now.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

BUTTS AND HINGES

CSGCo. CRESCENT BRAND

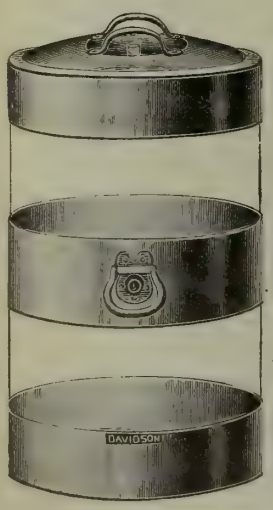
Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes—Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

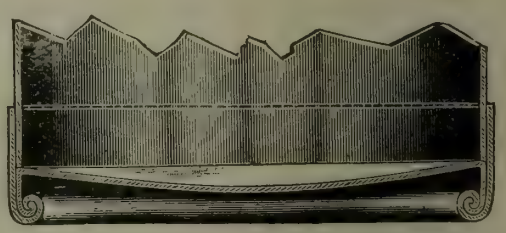
Davidson's Roll Rim Bottom Milk Can Trimmings

ARE UNEXCELLED FOR STRENGTH AND DURABILITY



COMPLETE SETS: Comprising 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches Wide, 20 Gauge, 1 Broad Top Hoop, 1 Pair Cover Handles, 1 Pair Side Handles. In all sizes from 10 to 40 gallons.

The Diagram Shows how our Heavy Ro Rim Bottoms are Constructed. Examine it carefully and see how the Outer and Inner Rims are Rolled in, and then riveted to bottom Hoop.



NOTE THE HEAVY ROUND ROLLED EDGE which makes our bottoms doubly durable. Saves strain on the can owing to the easy manner in which it can be moved by sliding along, when full. There being no sharp edge, friction is reduced and practically all wear and tear to Factory Floors and Waggons is eliminated.

BOTTOMS ARE CONCAVE and drain to the centre, and are therefore easy to wash out· THEY DO NOT CORRODE like those which drain to the side.

A VERY IMPORTANT POINT is that these bottoms are heavily retinned after being made up, which fills all intersections and practically makes each bottom one solid piece of metal with considerably more strength to the square inch than if it had been spun out of one sheet.

Book Your Order Now to Ensure Prompt Delivery.

The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg



1911

GENUINE ORIGINAL COLD BLAST LANTERNS

WRIGHT'S

Number 4

Cold Blast Lantern for 1911

WHILE we are satisfied that the success of our efforts during the past year to produce a perfect Cold Blast Lantern have met with the complete approbation of our friends, we do not intend to cease our endeavors while there is room for further improvements.

The 1911 Cold Blast Lantern
Retinned Finish,

Rubber Crystal Globe and with Brass Burner, which we shall offer next year, will surpass all previous productions.

It will be to your interests to see our representative before placing your 1911 order.
The No. 4 is fitted with

WRIGHT'S RUBBER CRYSTAL GLOBE

No. 4, price per dozen $6.75

WRIGHT'S

Number 02

Cold Blast Lantern for 1911

As the pioneer Lantern manufacturers of the Dominion, we are prepared to satisfactorily meet all foreign competition.

To this end, and for the purpose of meeting the occasional local demand for a cheaper grade of Cold Blast Lantern, we purpose for 1911 to introduce our No. 02, which will be similar to the No. 4, but with plain globe, tin burner, and plain finish—no parts retinned.

No. 02, price per dozen $5.75

E. T. WRIGHT & CO. (H. G. WRIGHT) Hamilton, Canada

Winnipeg Distributing Agents: Merrick-Anderson Co., Winnipeg Man.
Eastern Representative: J. W. Moncur, Drawer 2209, Montreal, Que.
Toronto Agent: F. B. Wilson, 33 Maitland Street, Toronto, Ont.
Winnipeg Agents: W. W. Reynolds & Co., Winnipeg, Man.
Vancouver Distributing Agents: Macpherson & Teetzel, Vancouver, B.C.

DOMINION STALL FIXTURE



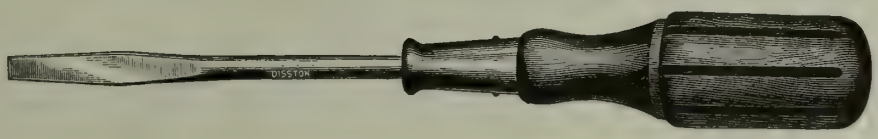
STRONGEST
SIMPLEST
EASIEST TO ATTACH

Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

Disston Telegraph Screw Driver



The Disston Telegraph Screw Driver has a round blade of crucible steel. It is hardened and tempered with the greatest of care. Bright finish.

Handle of hardwood, stained cherry.

Like all Disston tools it is unequalled for durability and efficiency.

Neat and well-finished appearance.

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, PENNA.

Canadian Works, Fraser Ave., Toronto, Ont.

Quality Right! Prices Right!

There is a new era of profit-making open to every hardwareman who is featuring the complete

GREENING LINE

Quality in the goods we manufacture is our first consideration, and we have the plant and facilities to turn out the real 'quality' article, at a price that is no higher than that of inferior goods. Of special interest to the hardwareman are:—

GREENING'S

STEEL WIRE CHAINS
WIRE CLOTH
WIRE ROPE
COW TIES
SPARK-PROOF WIRE GUARDS
WIRE DOOR MATS

Study your Greening Catalogue, It contains profit possibilities for every hardwareman.

The B. Greening Wire Company, Limited

Hamilton, Montreal and Winnipeg

Think Over This Metal Ceiling Matter

how we bring trade right into your store.

Our big advertising campaign for 1911 will bring us many inquiries from people who would buy from you if you had the Preston Steel Ceiling agency. Such inquiries we promptly turn over to our local representative.

■

Thus, you see, we do not rest content when we have advertised our goods to your community. We see to it that possible buyers---and everybody who owns a house or store is a possible buyer---are brought right into contact with the dealer.

■

And we give our dealers every possible help when the sale is a prospect.

■

You are the logical distributor of metal ceilings in your locality. The profit is good, and we make the selling easy. Get ready NOW for the business.

Offer Your Trade Choice of Over Eleven Hundred NEW Designs

how we make sure no one can outclass you.

We keep our assortment of designs right up to date. We now have over 1,100 patterns, every one a quick seller.

■

And, at our big factories at Preston and Montreal, we carry a stock ready to ship that is big enough to assure prompt filling of every order. Thus our dealers never suffer from delays on our part.

■

Thus we add to the value our advertising help gives you. For you can be sure of satisfying your customer once we have landed him for you. He will get what he wants when he wants it.

■

You will get an attractive proposition on prices and terms, if you will write us and ask questions. You will then see why you certainly should include Preston Steel Ceilings in your regular selling. Ask NOW.

PRESTON STEEL CEILINGS

The Metal Shingle and Siding Company, Limited

PRESTON, ONTARIO. - - Branch Office and Factory at Montreal



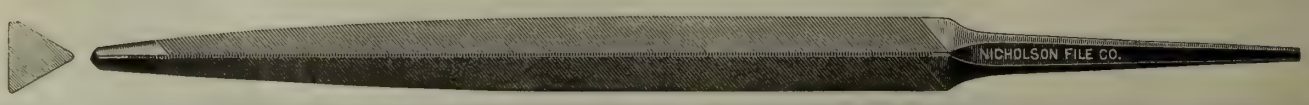
Best Files For Every Purpose

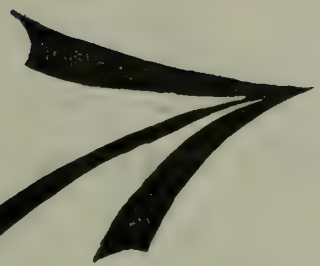
are Nicholson-Made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-Made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McLELLAN" "H & F" "J. B. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**





Store Cleaning Time

The Christmas rush is over and hardware merchants will find the next month the most opportune time to make those changes in their stores which they have probably been contemplating for some time.

It will pay you to get your store in good shape before the Spring rush commences.

If you want a new show case or counter and wish to dispose of your old one first write out a brief description of it, insert in HARDWARE AND METAL and you will no doubt find some dealer between Halifax and Vancouver who is looking for a chance to buy at a reasonable figure the very articles you wish to sell.

Do you want to buy a new desk? A "want ad." will find some dealer who is re-arranging his store and is anxious to dispose of such a desk at a bargain price.

Have you a set of tinner's tools for sale?

Do you wish to sell some old shelf boxes in order that you may replace them with new ones?

Have you a screw cabinet, a wire cloth rack, a rolling step-ladder and all those fixtures which make your store look neat and enable you to give your customers quick service?

There are a hundred little services our "want ad." department can perform for you.

Rates (payable in advance)

2c. per word for 1st insertion.
1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.

Write or phone our nearest office.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

The Sheet Metal Products Company

OF CANADA LIMITED

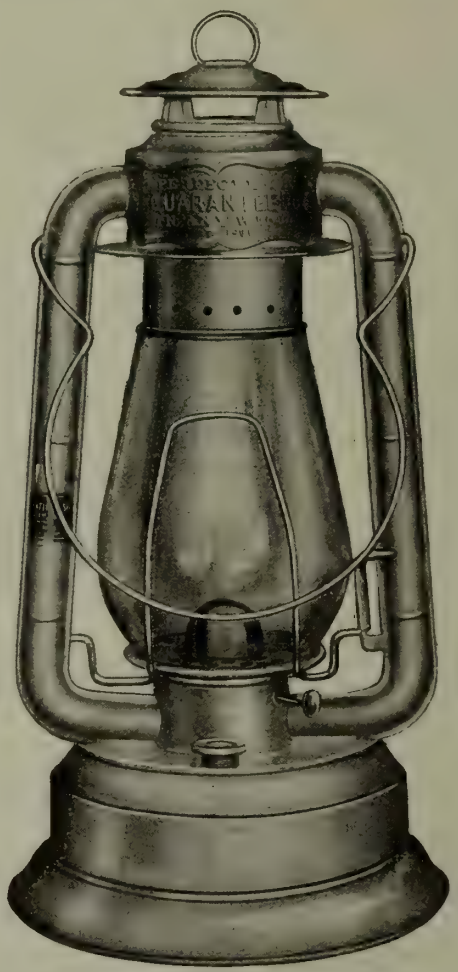
Beacon Cold Blast Lanterns

No. 200. Jumbo Pattern

Can be filled, lighted, regulated and extinguished without removing the globe. The simple lever or crank on the side tube raises the globe to light, and locks the globe down to the burner. Fount holds sufficient oil to burn 48 hours.

SUPPLIED IN
Plain Tin

FITTED WITH
No. 2 Burner
One Inch Wick
No. 2 Globe



New Extinguishing Device

Inside Lift

Every Lantern guaranteed.

Packed in cases of one dozen each.

PRICE LIST AND DISCOUNT SHEET FURNISHED ON APPLICATION.

The Sheet Metal Products Company

OF CANADA LIMITED

SUCCESSORS TO

Kemp Manufacturing Company

Montreal Toronto Winnipeg

BRISTOL STEEL FISHING RODS

GIVE

THESE TO YOUR CUSTOMERS
WITH OUR COMPLIMENTS

We have several thousand Fish Hook Removers still on hand. We will send 100 to any fishing tackle dealer who will write for them. They do not cost you a cent. They will please your customers. They are the handiest little instruments known for removing a swallowed hook from a fish. Send immediately for your 100 free. Use the coupon.

THE HORTON MFG. CO.

Department E.

BRISTOL, CONN., U.S.A.

CUT OFF AND MAIL COUPON.

The Horton Mfg. Co.,
Dept. E, Bristol, Conn.

We will appreciate very much your sending us the 100 Fish Hook Removers offered above.

Name... .. ..

Street Address .....

City..... *State* ... .

We sell (do not sell) "BRISTOL" Rods.....

A Thing of Beauty Is a Joy Forever

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST.

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. **Hull, Que.**
Marlbank, Ont. **Belleville, Ont.**
Lakefield, Ont. **Port Colborne, Ont.**
Owen Sound, Ont. **Calgary, Alberta.**

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

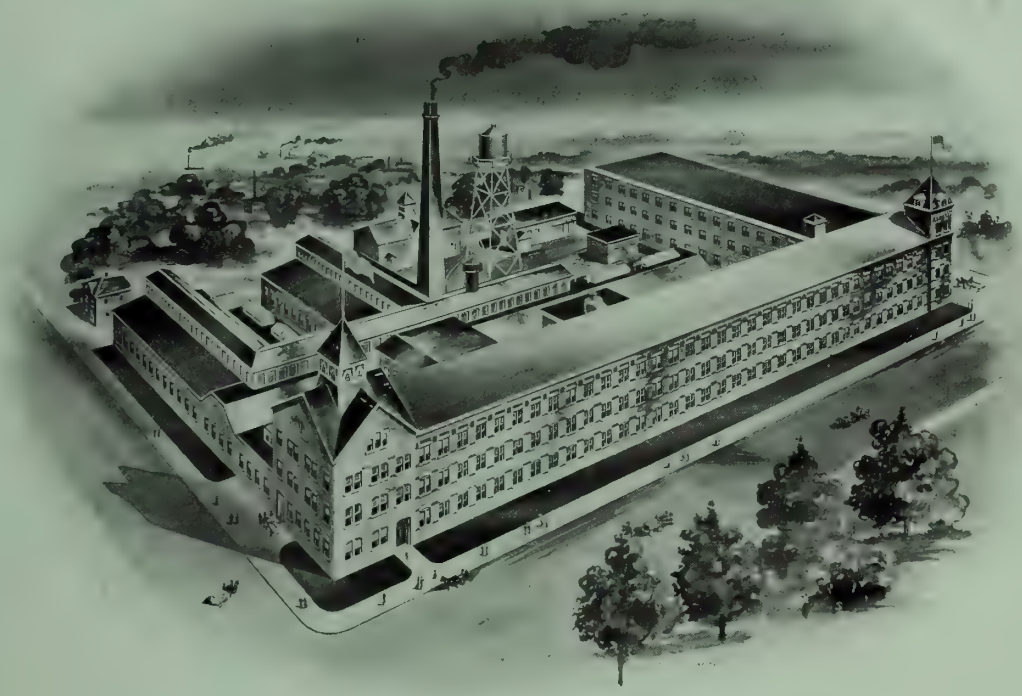
HAMILTON · ONTARIO · CANADA

THE CANADIAN HOME OF

"Silver Plate that Wears"

THAT IS

1847 ROGERS BROS. X S TRIPLE



Works of the Meriden Britannia Co., Hamilton, Canada
Established in 1879

Makers of SILVERWARE for the HOME, CHURCH, CLUB, HOTEL, STEAMSHIP, DINING CAR, PRESENTATION, WEDDING GIFTS and SPORTING EVENTS

SPOONS, FORKS, CUTLERY, TEA SETS, SALVERS
CANDELABRA, CASSEROLES
ETC., ETC.

For over thirty years our works have been in successful operation, to-day occupying premises four times the original capacity, and producing four times the amount of product of any similar organization in Canada; and the reason is this — We Make

"Silver Plate that Wears"

Made in Canada — made by Canadians — equal in quality to the best the world produces

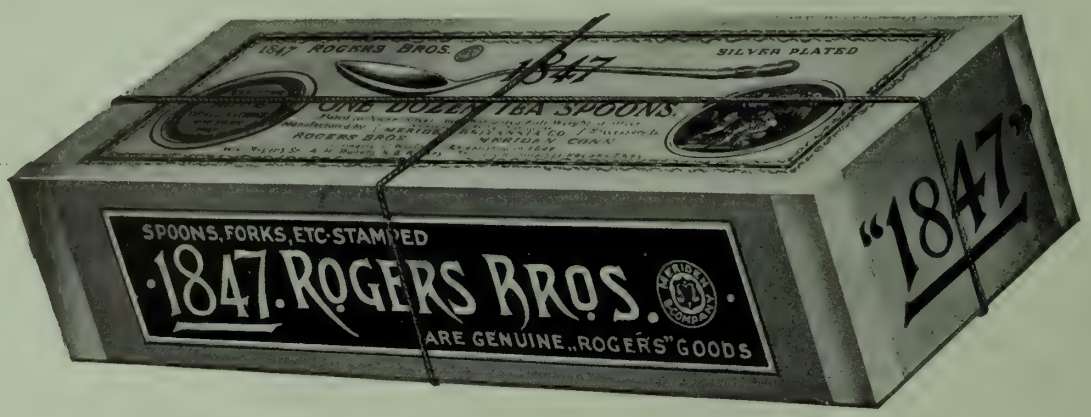
MERIDEN BRITANNIA COMPANY

HAMILTON, ONTARIO

ALSO

MERIDEN, CONN. NEW YORK CHICAGO SAN FRANCISCO

"SILVER PLATE THAT WEARS" 1847 ROGERS BROS



In line with the policy of its owners for the past fifty years to make flat ware bearing the trade mark

1847 ROGERS BROS.

the best, we now furnish wares of this brand in the following grades only:

1847 ROGERS BROS. XS TRIPLE

Tea spoons plated not less than six ounces per gross (other staple pieces in proportion). List prices on all articles in this quality will be the same as former "A-1" plate.

1847 ROGERS BROS. XII XS TRIPLE

Tea spoons plated not less than six ounces per gross (other staple pieces in proportion), and in addition the parts most exposed to wear bear an additional plating. List prices on all articles in this quality will be the same as our former "XII" plate.

1847 ROGERS BROS. XS QUINTUPLE

Tea spoons plated not less than 10 ounces per gross (other staple pieces in proportion). List prices on all articles in this quality will be the same as our former triple plate.

The plate on fancy pieces will be in keeping with grades described above.

MERIDEN BRITANNIA COMPANY
HAMILTON, CANADA



This is the season for

The Famous Oil Heater

There is generally some room in the house that needs a little extra warming, and this is just where the "Famous" is most needful.

Place this in your window and appeal to your customers' sense of comfort. Try it this time if never before and watch the results.

THE MODEL TEA KETTLE

No. 900

Highly nickel-plated finish,
with flat bottom.

Cover on side.

Stationary handle.

Flat bottom.



PATENTED 1903

Built after the dictates of common sense.

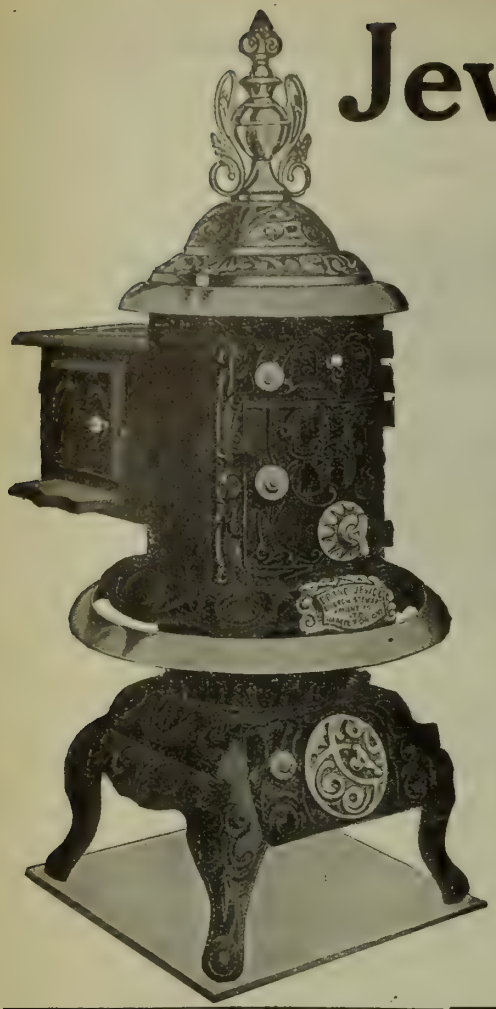
Here is a tea kettle that sells on sight.

———

Write us for circulars.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon



Jewel Stoves and Ranges



Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

Write for catalogue and prices.

The Burrow, Stewart & Milne Co.
Limited
HAMILTON - ONTARIO



A Self-Selling Range

is the range most worthy of your attention. And that is just why you should be handling "Monarch Diamond" Planished Steel Ranges. Their good points are so numerous, and so plain to be seen, that little or no argument is required to make sales.

MONARCH DIAMOND

THE HIGH GRADE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges

burn any kind of fuel. They have large, roomy ovens that cannot warp or be in any way affected when in use by cold air currents along the floor or elsewhere. The BODY is THREE-PLY—two layers of heavy steel, between which is a layer of asbestos. The FIRE-BOX is splendidly proportioned and is fitted with easily-removable duplex grate bars. The Front Key Plate is hinged, allowing access to fire for broiling, etc. Reservoir holds three pails of water, is made of heavy planished steel retinned inside. Fire Door is extra large; takes in rough wood, it is made double, outside nickel which does not tarnish.

No matter what line you have been handling, it will pay you to look into the "Monarch Diamond" proposition.

Write for Catalog and Discounts

Butterworth Foundry
LIMITED
OTTAWA - - CANADA

The Most Extensively Advertised Oil Consuming Devices on the Market

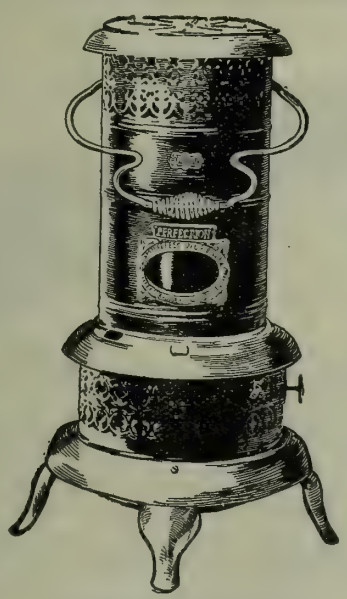
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE • THEY SELL THEMSELVES



Rayo

The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.



Perfection Smokeless Oil Heater

The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.



New Perfection
WICK BLUE FLAME
Oil Cook-stove

The New Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO

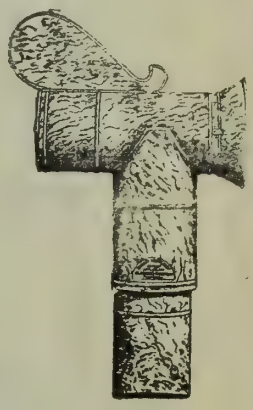
A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT, and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd
City

DEAR SIRS,—
IN answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

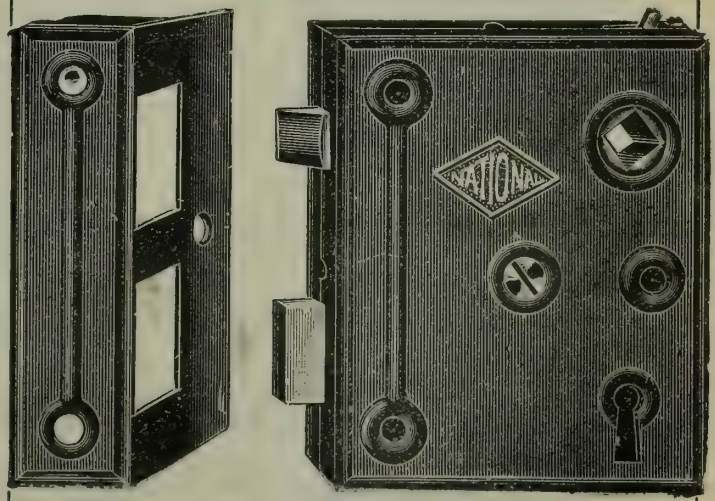
General Contractors and Manufacturers

Montreal

SAFETY STRENGTH

FINISH DURABILITY

These are the distinguishing features of the



NATIONAL STEEL RIM LOCKS

No others are quite as good.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

The Reason Why

Tobin Simplex Guns

you should sell Tobin Simplex Guns is because every owner of a Tobin Gun is satisfied with his purchase. We guarantee every gun to suit the purchaser's idea of what a good gun should be, or the money is refunded.

We do this because we have confidence in our guns. We know that the material we use is the best obtainable. We know that our workmen are skilled mechanics, who can produce a good gun. We know that our patents cover the very latest improvements in Hammerless gun construction. We have subjected our guns to repeated tests, to prove their fitness for every occasion on which they could be brought into service.

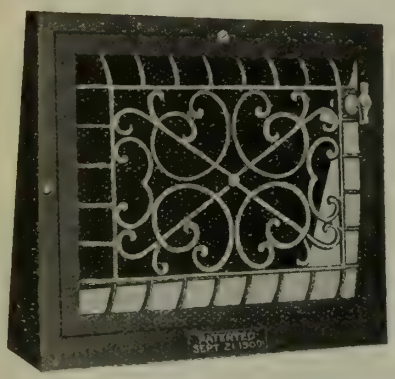
Write for our catalogue and other information.

We want you to handle our goods. We want to introduce at least one gun into your locality, because "every Tobin gun is built to sell another."

Tobin Arms Mfg. Co., Limited Woodstock, Ont.



Made in Canada



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

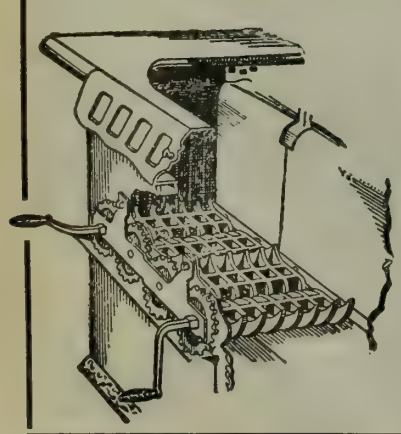
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Here's the Range to Feature!

and it is just as good as it looks. The

CHAMPION RANGE

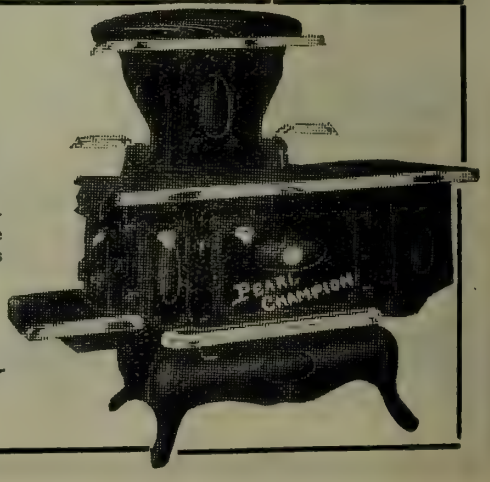
is rendered specially attractive because of the CHAMPION GRATE with the cross-wise, non-warping bars. This grate leads all others because it is more open and more easily shaken, and makes the "Champion" a very favorite range.

Are you selling the "Champion"?

Send for catalogue to-day.

D. J. BARKER & COMPANY

PICTON, ONTARIO





Let The "Star" Drive In Your Trade!

Here's a hardware specialty which is advertised in every paper of note in every field, reaching every buyer of the line of goods you carry.

This great amount of publicity not only drives in prospects on **Star Expansion Bolts,** but actually creates customers for other lines that you have in stock.

Originally they come to purchase **Star Expansion Bolts.** How easy it is to show them your other lines at the same time.

Write for our free sample set—A time limit proposition to progressive dealers, and 70-page hardware specialty catalogue number 36. Address Dept. 36 at our nearest Sales Agency.

BACON BROTHERS
377 St. Paul Street
Montreal, Can.

TURNER & WALKER
171 James Street
Winnipeg, Can.

H. F. McINTOSH & CO.
28 Toronto Street
Toronto, Can.

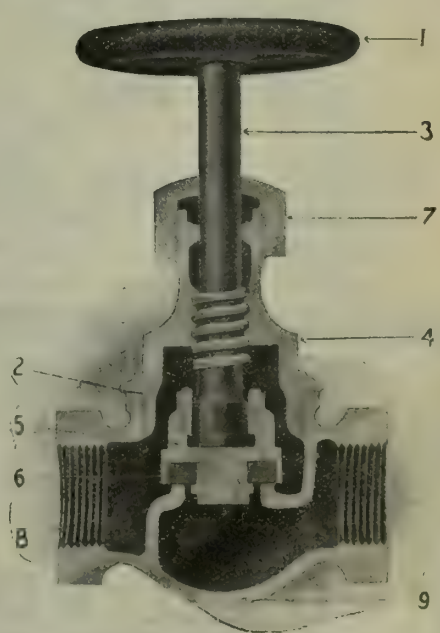
Stock This Trade-Bringer To-Day!

Don't wait! You should have it on your shelves now. Don't handle an unadvertised line of fixture fastening devices simply because they are cheaper than the **Star Expansion Bolts.** They won't sell — They can't. The public don't even know of their existence. **Star Expansion Bolts** are kept persistently before the purchaser's eye in hundreds of the best Trade and Mechanical Publications in the country. We have letters from the largest Hardware Merchants in Canada and the States voicing approval of the quick selling qualities of **Star Expansion Bolts.**

J.M.T. VALVES



Are the choice of every engineer, because they know when they use the J. M. T. their valve troubles are over.



1 Wheel
2 Lock-Nut
3. Spindle
4. Bonnett
5. Disc Holder
6 Disc
7. Packing Nut
8. Disc Nut
9 Body

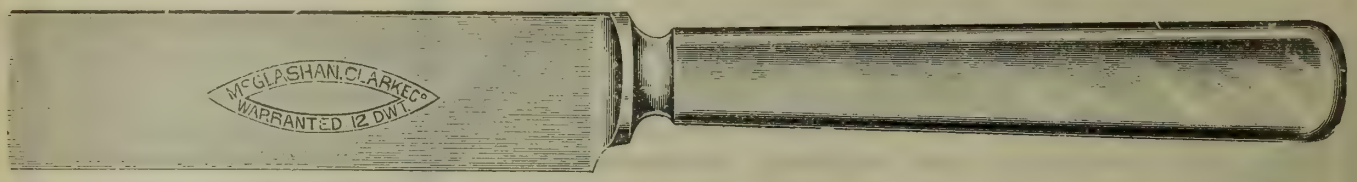
When all parts are wanted except Body, order "Valve Mounting Complete."

Manufactured only by

The James Morrison Brass Mfg. Co. LIMITED

93-97 Adelaide St. West, ∴ ∴ ∴ TORONTO

SPECIALISE ON THIS KNIFE



Made either for dessert or table use. It is manufactured from finest English Cutlery Steel, 12 dwt. plate and hand burnished. Secure handle. Put up in neat rack boxes of 1-2 dozen. Send for Catalogue.

The McGlashan, Clarke Co., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.
N. F. GUNDY, 61 Albert Street, Toronto, Ont.



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and of Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not not come off on the hands. Get our prices on

Wire Nails and Staples, and Wire Bale-Ties

We have the right goods for successful trading.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

IF YOU REQUIRE

Galvanized Sheets

of quality, specify:---

GILBERTSON'S

COMET

BRAND

They have QUALITY and PRICE in their FAVOR

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. *MONTREAL*

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

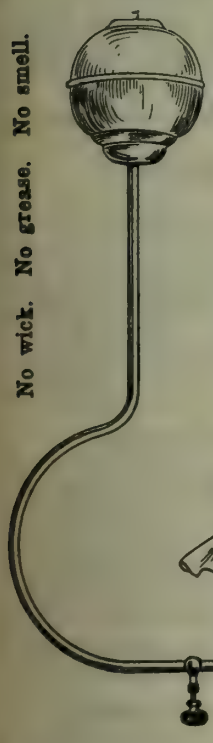
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . . ONTARIO



No wick. No grease. No smell.

FOR

BRIGHT STORE

GET THE

Auer Light

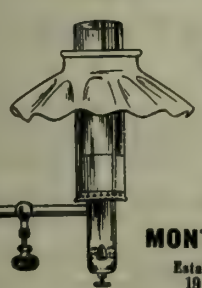
Makes its own gas.

$6.75

Gives more light than 10 oil lamps or 5 electric lights.

ECONOMICAL SATISFACTORY

"They midnight into noonday turn, but air instead of money burn."



Auer Light Co.,

MONTREAL

Established 19 years

Agents can make big money. Many styles. Write for terms.

When writing advertisers kindly mention having seen the advertisement in this paper.

A TIMELY TRADE TIP ON WINDOW GLASS

QUALITY

Place Your Import Order For the Season

OF

1911

FOR

16 and 21 oz. 3RDS QUALITY

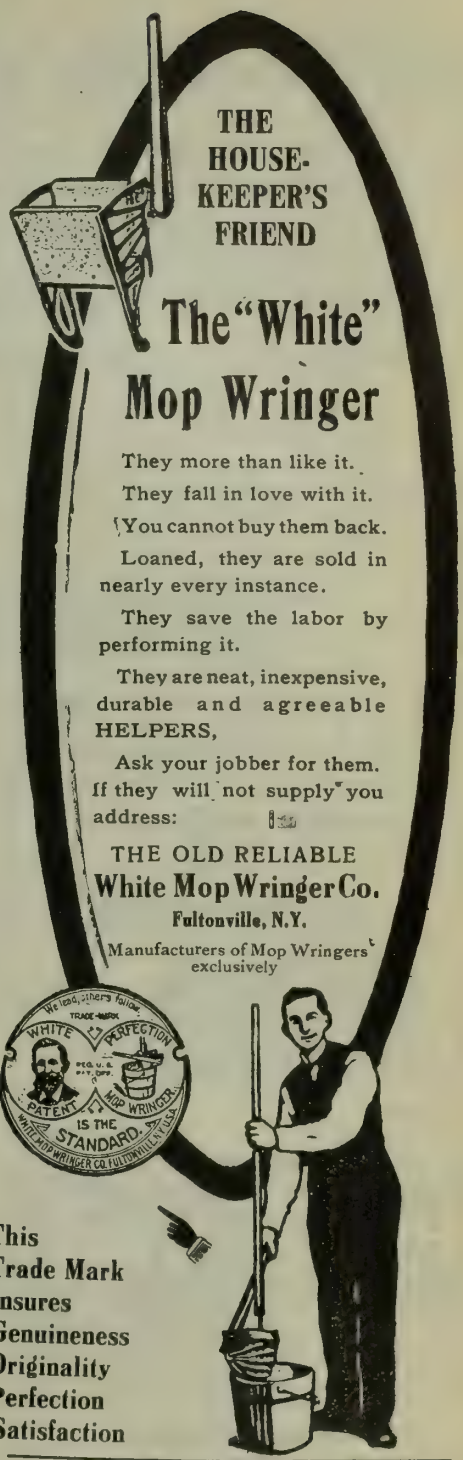
WITH

The Consolidated Plate Glass Co. of Canada

LIMITED

TORONTO

WINNIPEG MONTREAL



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE

White Mop Wringer Co.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

---

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies. Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.

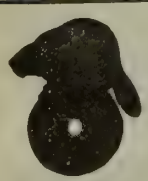
BALL BEARINGS



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

Everybody

says our Cart-wheel ash sifter is the best ash sifter on the market. Light, strong and cheap. Shipped in a cart-wheel form, they never get bruised or damaged. TRY THEM.

MANUFACTURED BY
THE COLLINS MFG. CO, - TORONTO

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.

Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

BRITISH COLUMBIA
is a rapidly growing Province. Are you getting all the business you should from it?
WE CAN OFFER YOU CONSCIENTIOUS AND THOROUGH
REPRESENTATION
with Storage Facilities
J. M. KAINS & CO., MANUFACTURERS' AGENTS, 586 Beatty St., VANCOUVER, B.C.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

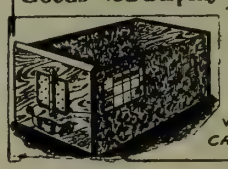
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

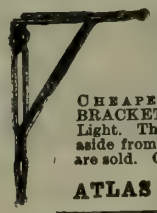
SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SKATING RINK SCRAPERS.



HARDWARE MEN
sell the Rink in your town an
ICE SCRAPER
saves time and half the labor.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

STRAPPING HOOP IRON.

J. N. WARMINTON

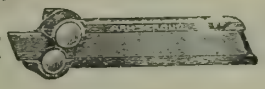
207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOL HOLDERS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes 7 sizes each. Write for C



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U. S. A.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.

Office: 152 McGill Street
MONTREAL

SNAPS.



"RED OAK"

No. 382 H—½ inch

"RED HUMANE" HALTER

RICH, ROSY RED BODY Throat Latch, Brow Band and Trimming

A RICH YELLOW.

Also made in 7-16, 9-16, ⅝, ¾ and ⅞ inch rope.

Manufactured By

COVERT MFG. CO.

Troy, N. Y.

MOP STICKS

"The Tarbox Brand"

Made in Canada

Many kinds

FOR ALL PURPOSES

Distributed through practically all of THE LEADING JOBBERS

Send for Catalog.

Manufactured by

TARBOX BROS. - - *Toronto*

(Established quarter of a century under the same personal management.)

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

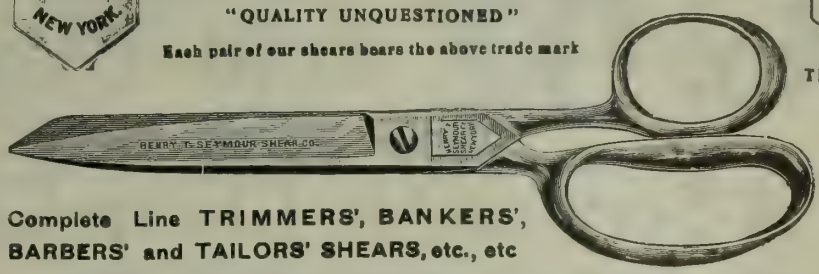
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



Sharratt & Newth's Glaziers' Diamonds

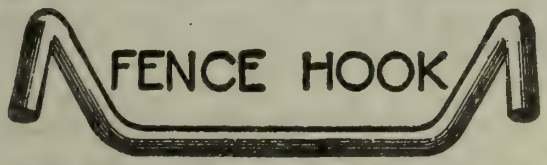
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets of Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St., - - - TORONTO

No. 02 Cold Blast Lantern

A Serviceable Cheap C.B. Lantern

Price $5.75. Can You Beat It?

at the price!!

A new Cold Blast

Lantern

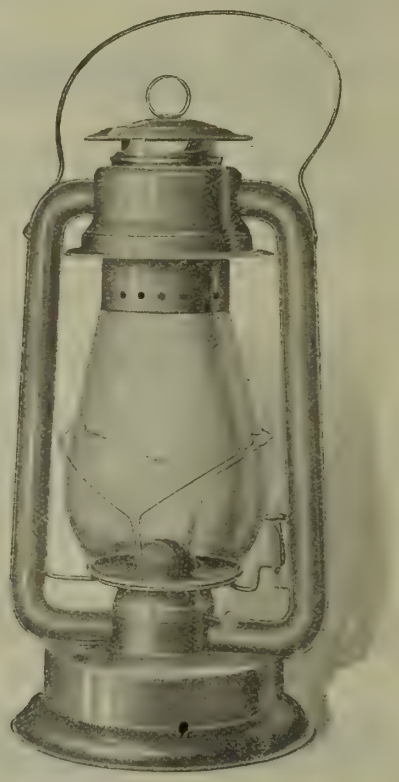
not an inferior

imitation of

the "BANNER"

Made of heavy

IX tin.



Toughened Crystal

Globe,

Strong Lift,

Tin Burner,

Double Seamed

Well,

Cannot leak.

Why import Lanterns when you can get Canadian Lanterns of Superior Quality for less money?

For Sale by All Jobbers

ONTARIO LANTERN &

Hamilton,
Ontario

VANCOUVER,
429 PENDER ST. W.
A. T. SMAIL

BANNER 1911

THE Cold Blast Lantern

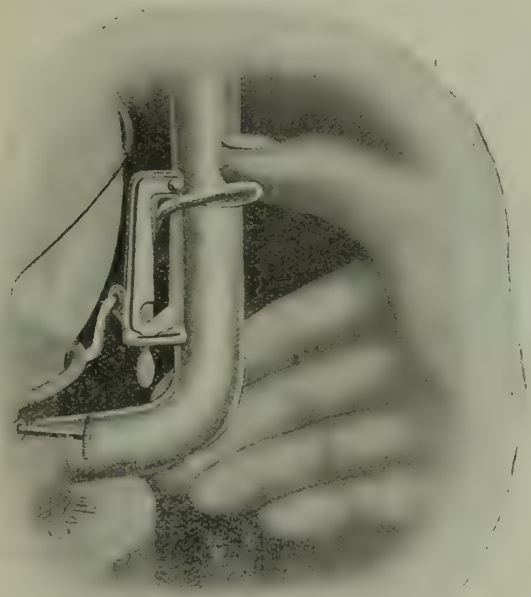
1911 IMPROVEMENTS

EXTENDED WELL enables the "Banner" Lantern to burn about 15 hours longer than any other.

RE-INFORCED LIFT-LOCK is a marked improvement.

SOLID BRASS BURNER lasts twice as long. No Corrosion.

SUPPLIED WITH WICKS



IMPOSSIBLE OF IMPROVEMENT

OUR PATENT DOUBLE seamed oil well, No Solder! Cannot Leak!!

OUR EXTENDED FOOT prevents rust,

OUR PATENT Automatic Safety Lock cannot jam your fingers and a great convenience.

Guaranteed Windproof! Never satisfied but always approaching nearer to perfection.

We Invite Comparison

Price. $6.75 No more than for inferior lanterns.

Brains,
Skilled Mechanics,
Best of Materials

Result

The "Banner"
C. B. Lantern,
Pleased Customers,
Increased Sales

For Sale by All Jobbers

LAMP COMPANY, Limited

MONTREAL
30 ST. DIZIER STREET
W. J. GROSE

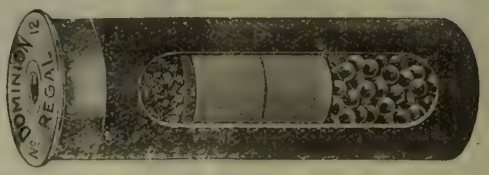
WINNIPEG
151 EAST NOTRE DAME AVE.
BISSETT & LOUCKS

A PROFITABLE LINE



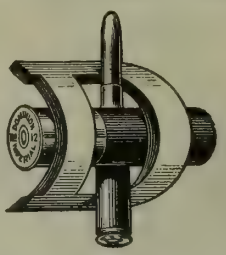
IMPERIAL (purple in colour) primed with our new improved No. 3-A primer. Has a long brass head, and is very attractive in appearance. Best Smokeless Powder shell on the market, loaded with Empire, Dupont, Ballistite or Infallible powder and chilled Shot.

DOMINION

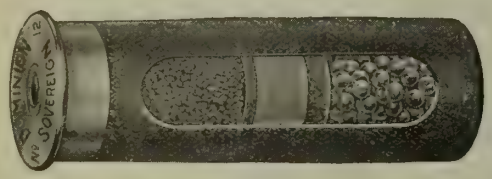


REGAL (Orange in colour) primed with our new improved No. 3-A primer. Best medium priced shell for dense powder, loaded with Ballistite or Infallible powder and chilled Shot.

Made in Canada for Canadians



Loaded to Meet all Conditions and Requirements.



SOVEREIGN (green in colour) primed with our new improved No. 3-A primer. Best medium priced shell for bulk powder. Loaded with Empire or Dupont powder and chilled Shot.

Ammunition



CROWN (red in colour) primed with our new improved No. 2 primer which is extremely sensitive and sure fire. Loaded with the best quality of Black Powder and very attractive in appearance.

Write for our Shot Shell List and Metallic Catalogue.

Dominion Cartridge Company, Limited, :: :: Montreal, Canada

See how we help you, Mr. Dealer!



The above is an exact reproduction of the large colored sign we are providing for the trade, together with a generous supply of samples. "Malthite" is made from the very best quality Wool Felt, densely saturated, waterproofed, and coated with genuine natural asphalt. Why pay more for no better goods? Handle the line that is easy to sell! Sell Malthite! Write for samples and prices

Costs 25% LESS than any other Roofing.

Dominion Roofing Co. of Canada, Ltd.

31-33 Front St. East, :: :: :: :: TORONTO

Don't place your order till you have seen our samples.

Window Dressing Contest a Great Success

Entries Received From all Parts of the Dominion—Prize for Best Window in Places Over 5,000 Awarded to the P. Hymmen Co., Berlin—In Places Under 5,000 to G. W. Ecclestone, Bracebridge.

The response to Hardware and Metal's Christmas window dressing contest was larger than usual. Entries were received from all parts of the Dominion and the quality of the displays was uniformly high. That hardwaremen generally are taking more interest in window dressing was clearly manifested. Window dressing is an art, requiring good taste and ingenuity and, more important still, perhaps, a lively perception of drawing and selling qualities. That the hardware trade is beginning to realize more fully the possibilities of the store window as a trade-getter is a gratifying feature.

Owing to the large number of contestants and the high standard established, the work of judging was far from an easy task. After careful consideration and close scrutiny, the prize for the best window in places over 5,000 was awarded to the P. Hymmen Co., Berlin; for places under 5,000, to Geo. W. Ecclestone, Bracebridge, Ont. R. H. Thornhill designed the window for the Hymmen Co. and Peter McNaughton arranged the prize-winning window in the Ecclestone store.



Window in Geo. W. Ecclestone's Store, Bracebridge, Awarded First for Places Under 5,000.

A Close Race Here.

One of the advantages which first strikes the eye in the P. Hymmen Co. window is its unusual size. A large window is a rare asset, lending itself readily to an effective and comprehensive display of the store stock. This window is 10 feet 9 inches at the front and 12 feet at the rear, the depth being 6 feet 8 inches. At the rear, a background, 6 feet in height was erected, which was festively covered with bright red cotton, heavily pleated. Shears and spoons were arranged on this background. Four pillars, with brackets attached, were utilized to good advantage for displaying nickel and brass ware, spoons and forks being used as borders. Streamers of red and green crepe paper were run over the top of the window from the front to a point 18 inches above the background, forming a kind of roof to the display. The bottom of the window was covered with light green cloth and, beginning about the centre, steps were built up, with a rise of 6 inches, covered with the same shade of cloth. The steps were in two sections and in the space between a large square pedestal was placed, surmounted by a brass jardiniere of unusual dimensions. In front of the steps was a gate enamelled white, behind which stood a large doll with outstretched arms, symbolizing the welcome that the store held out to one and all.

The effect of this window was good from a selling standpoint and in this respect it was given precedence over the next best window in the class, that of the Kingan Hardware Co., Peterboro.'

H. J. Hanwell designed an ingenious and attractive window for the Kingan Co. In one corner was a grate with red lights to represent fire and beside it stood an admirable representation of Santa Claus—a "hardware Santa Claus," decked out in a large robe with lined mitts on his hands and sleigh bells over his arm. The display of goods was neatly arranged on a platform in the centre of the window. Only a limited stock was shown, however, and in this respect the display was deemed inferior to that of the Hymmen Co.



Window in P. Hymmen Co.'s Store, Berlin, Awarded Prize for Places Over 5,000 Population.

A Handsome Window.

First prize for places under 5,000 went to Peter McNaughton for Geo. W. Ecclestone, Bracebridge, but the Whitten Co., of the same place were judged

a close second. The prize window was ambitiously designed and elaborately carried out, the whole giving a finished and artistic appearance. It was, in addition, a salesmaking window, a splendid array of stock being placed on view. To describe it in detail would require considerable space as care was shown to finish it right through with painstaking minuteness. A marked feature was the display of priced cards. Some of the tickets contained little "selling talks" as well as the price, such as, "You can bet your bottom dollar I am alright or I would not be so plain in sight," or again, "I am not afraid of being seen. Can you do better than this?" The letter accompanying the photo, stated: "The window has been the talk of the town for the past two weeks. We have sold more silverware this year than ever before."

The Whitten Co. had a less ambitious but in some respects a more striking window. The background was arranged in blue and white, the decoration scheme being somewhat simpler than is generally attempted, but losing nothing in that respect. Behind the back panels, and showing through an opening was a little tea room with a Japanese table, a white tea cloth and a silver tea set displayed upon it. A gilt picture on the panel behind added to the realistic appearance of this bright alcove. The rays of a powerful Tungsten lamp, shedding directly down on the table, threw the alcove into bright relief.

The idea was original and undoubtedly effective, but the comparatively small proportions of the stock display told against the window on the score of real effectiveness.

C. H. Smith, for D. W. Douglas, Campbellford, entered two well designed and neatly arranged windows. One was devoted to skates, knives, cutlery and shaving utensils. The general arrangement was good and each article stood out quite prominently. In the other window, silverware, spoons, forks and knives were displayed, the arrangement being identically the same. Price cards were conspicuous by their absence.

On a similar scale, and not unlike in design, were two windows entered by T. S. Tait & Sons, Campbellford. A somewhat larger display of stock added to the interest but the effect was rather more cramped as the bottom of the window was not built up in any way.

Neat, attractive and original were the windows of the Howell Hardware Co., Goderich. One contained an assortment of cutlery and silverware, arched pedestals in the rear lending themselves readily to stock display. The other was given over to skates and winter sporting goods. More credit is due to Dan MacDonald, who dressed the windows, than to the photographer who thoughtlessly allowed his own shadow to appear on the sporting goods window, obliterating almost completely all one side and making the contents of that window a matter rather for speculation. This was, indeed, unfortunate.

The same accident occurred in the photographing of a window by H. S. Doan, for the Marshall Hardware Co., Medicine Hat. In this case, however, the wheels of a passing vehicle were also clearly discernible. Mr. Doan had in one window, a very elaborate church organ with dolls to represent a girl choir. The idea was admirably carried out but rather too far removed from any suggestion of hardware to have any tangible selling qualities.

Creditable displays were entered by McGowan Bros, Uxbridge and Charles Byford, for G. A. Binns, Newmarket. The latter contained a windmill in motion, the arms containing cutlery. The display of goods was varied and comprehensive and the arrangement was admirably original and catching, but the photo supplied was rather too small to enable the judges to accurately gauge the real worth of the display.

Photo Was Broken.

Blake Phillips, for Sutherland & Stelck, Dauphin, Man., designed a striking window of considerable merit, but unfortunately the photo was badly broken and damaged en route.

Wm. J. Wing designed two windows for Bennett & Son, Gananoque, but the photos received were too defective to enable the judges to determine the quality of the displays. The windows were both well stocked and well lighted —two promising features.

Straight Talks on Hardware Salesmanship

TALK No. 10 BY VICTOR LAURISTON

"We certainly had an awful good time down at the Grove," the clerk was saying enthusiastically.

The customer, tapping one foot impatiently upon the floor, turned a reproachful gaze in the direction of the cashier's desk. The cashier was giggling reminiscently.

"And didn't Charlie look just too funny for anything," she added.

"Funny!" ejaculated the clerk, in a comprehensive tone.

The customer drummed furiously on the counter with his fingers. The conversation at the cashier's desk dwindled now to whispers, with a little spell of giggling now and then. Something like a bonfire commenced to smoulder under the customer's collar.

"Tee-hee!" giggled the cashier, in the midst of the whispered exchange of confidences.

"Hee-haw!" guffawed the clerk.

He leaned forward again to resume his whispering. At this indication of another long conference the customer's last hope died. He turned abruptly toward the door.

"Mr. Smithkins!" he heard the cashier suddenly exclaim, in a meaning tone.

And the customer turned, just as Mr. Smithkins turned forward.

"Is there anything I can do for you, sir?" demanded Mr. Smithkins. Honey was in his words, but brimstone in the tone with which he uttered them.

"Just a package of tacks," remarked the customer, apologetically.

Mr. Smithkins glared, took the money, handed over the tacks, and without pausing to say "Good afternoon," made a hurried retreat in the cashier's direction.

"Package of tacks!" the customer heard Mr. Smithkins snort, when that worthy imagined himself safely beyond hearing; and the tone fairly seethed with contempt.

Has it ever happend to you?

Did you ever drop into the postoffice and stand waiting at the wicket behind a lady who was discussing the latest style in wastebasket hats with the girl at the stamp counter? Did you ever drop into another store where the clerk who should have waited on you was eagerly predicting Toronto's chances of copping the baseball pennant, or the proprietor was engaged in canvassing with a customer the latest phase of municipal affairs?

If you ever had these experiences, you've returned to your own store with eyes wide open; and the next time a customer dropped in you've relinquished everything in sight and made the wildest kind of dash to wait upon him; and when, after spending five minutes se-



lecting the right size, he bought three cents' worth of wire nails, you've murmured in your most dulcet tones: "Is there anything more you would like, sir? Shall we have them sent up for you? Good afternoon, sir, and call again."

If you haven't found yourself in the waiting line and compelled to wait, just sit down and imagine the experience. Imagine it good and hard. Doubtless you yourself don't err once in a week, or even in a fortnight. Nevertheless, it will do you good to put yourself for a few minutes in the victim's place, and at least in fancy, tap you toes impatiently on the other side of the counter.

The customer comes to your store to be served. He has a right to be greeted the instant he enters, and served at the earliest possible moment. You have no right to add to the cash price of the article you sell a duplicate charge in the shape of time consumed.

How to Advertise Stoves in January

Different Points to be Borne in Mind—A Sample Ad. Suggested for Use by Stove Dealers—A Discount Offered on Kitchenware.

To sell stoves in January a dealer must advertise. Furthermore, he must advertise well. It requires more effective argument to bring a customer at this time of year than in the fall when the demand for stoves is at its height.

To begin with, it must be assumed that every possible customer has a stove in use at the present time, which is serving the purpose more or less well. It is necessary then to convince that man that he needs a new stove, that it would pay him to invest in a new one, even at this advanced period of the year. In writing a stove ad. that fact should be borne in mind. A good line of argument to take is to address remarks to the class of prospective buyers who find that their old stove is not serving as well as it might, but who, unless convinced to the contrary, will struggle along until the next fall before investing in a new article. There are lots of people of this class who put off buying from year to year, trusting that the old heater or range will hold out for another season or so. "While the stove holds out to burn," to paraphrase a well-known saying, some people will not buy, unless a resourceful dealer comes along and storms the barricade of their resolution with a telling line of argument.

Stove dealers have often requested Hardware and Metal to give them pointers on the question of advertising. The ue se pəɹɐɔɹns si ·pe əlqmaɯ ʇsıɹ advertisement which dealers could use at the present time in reaching for the trade of people of the above class.

A Graniteware Sale.

A profitable method to adopt at the present time is to hold a sale of graniteware and kitchen utensils. A number of dealers throughout the country have adopted this plan, and have offered a substantial discount.

The season is a suitable one to appeal to the housewife on the score of bargains in kitchenware. More cooking is done during the cold weather than in the milder seasons, and about now the housewife begins to realize the defects of her culinary equipment. The offer of price inducements is calculated then to excite her interest and take her to the store in question.

The accompanying ad. was inserted in the local papers by H. Occomore, Guelph, and proved to be a good business getter. It is a fairly effective ad. as it stands, but it would have been better if the discount had been featured in the heading.

Some dealers make a practice of offering to take old stoves off the hands of customers. This undoubtedly is a method of making sales which should be unusually effective at the present time.

A Few Graniteware Suggestions

Tea Kettles	50c to $2.00
Water Pails	39c to $1.25
Tea and Coffee Pots	35c to $1.10
Dish Pans	55c to $1.60
Mixing Bowls	15c to 65c
Pitchers	35c to $1.25

All subject to a Discount during January of 15 p.c.

H. Occomore & Co.
124-126 Upper Wndham Street

The Old Stove May Last, but ---



This Handsome Heater Selling at $32

you are not having the comfort you would enjoy if you were to buy a new (name) range or heater. It is never too late in the season to buy a new stove, if the old one is not giving satisfaction. You thought your heater would do another winter, but now find a better one is required. Save coal and doctors' bills by seeing us about a new stove right away. Don't struggle through the long winter months without proper heating, when it is possible to secure a stove now at a moderate figure.

We are Offering Special Values in Stoves for the Next Week.

Come in and see us. Some of the bargains we have to offer are:

	$35
	40
	43
	45

JONES & BROWN
Hardware and Stoves

Preparing Early for Fence Sales

Some Dealers Canvass the Farmers During the Winter Months —A Good Method is to Send Mailing Lists of the District to the Manufacturers Who Send Out Literature.

How can the hardwareman increase his fence sales? The answer made by anyone who had studied the situation would undoubtedly be: By gettting after the trade during the winter months.

During the first three months of the year, the hardwareman finds business rather less exacting in its demands on his time than at other periods. He has an opportunity to cast about him, to study trade problems, to devise schemes for increasing his output and his trade connections. One of the directions to which he might turn, is the improvement of his sales of wire fencing. One retailer, in outlining his methods, writes:

> "My best plan has been to call attention to our farmers in the winter time and make up carload orders. By doing this they could get their wire out before spring work comes on, and it helps them as well as ourselves. This work I do right in the store during the dull months."

Canvass the Farmers.

A method sometimes adopted is to get out and canvass through the country districts. Some leave this until early spring; others get out right after the first of the year. The latter policy has one advantage. It enables the canvasser to get on the ground early, and to meet the farmer when he has plenty of time on his hands and is prepared to talk. Immediate sales may not be made, but in the spring when the fencing problem confronts the farmer, he will return the call at the store and secure his supply of wire fencing.

The canvasser demonstrates that he is interested in, and anxious to obtain the trade of the farmer, and in that way he wins his support.

Send Out Circulars.

A method sometimes adopted is to secure mailing lists of the surrounding districts and send them to the manufacturers. The latter send literature to each farmer and get his interest aroused. The dealer then proceeds to advertise his goods in advertising mediums calculated to reach the farmer. The interest is stimulated in this way, and when the spring opens, the results are seen in an active demand for wire fencing goods.

A General Canvass.

Some dealers make a canvass of the rural districts during the winter months, but do not limit their activity to any particular branch of hardware. They discuss trade matters generally, and do not neglect to sound the men they see on the subject of wire fencing. The results from following this system are invariably found to be good and well worth the effort and expense involved.

HARDWARE AND METAL

Established 188

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada: Macpubco, Toronto. England: Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 1255

TORONTO - - - 143-149 University Avenue Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - H. Hodgson, 11 Hartney Chambers

LONDON, ENG - - 88 Fleet Street, E.C. E. J. Dodd Telephone, Central 12960

NEW YORK - R. B. Huestis, 115 Broadway, New York Telephone 2282 Cortlandt

FRANCE - - - - - John F. Jones & Co. 31bis Faubourg Montmartre, Pari

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

THE VALUE OF OUR CONTESTS.

Not many years ago, it was usual for hardware stores to be unkempt and unattractive in appearance, both inside and outside. Now, there is scarcely a town in Canada, where hardware dealers are not setting the pace in aggressive business methods.

Our country's long period of prosperity has especially benefited the hardware trade, so that dealers are now in a position to spend more on the adornment of their stores. But the improvement is chiefly due to the fact that hardwaremen are giving more thought to their problems than they were. They are anxious to acquire ideas from their fellow dealers and adapt them to their own business. They have found, from study and experience, that it pays to advertise in the papers, and also in their own store.

Hardware and Metal's annual contests help to show them how they can do this to best advantage, and it is no wonder that dealers in all parts of the country are taking a very active interest in the competitions.

We had entries from nearly every province, and, in every case, the contestants told us that their efforts were bringing them record holiday sales. Although considerable pains and expense were incurred, the results were more than satisfactory, and those who tried good live advertising and attractive window displays this year, will do it again.

Let every dealer resolve that he will put forth extra efforts to keep his newspaper advertising and window displays far better than they have been in the past. Our next contest will furnish a good criterion for judging the progress of the trade in this direction.

SELL QUALITY GOODS.

"New settlers moving into the Northwest with little money are compelled through force of circumstances, to buy the cheaper goods made in the United States. For this reason our sales for the better class of goods have not increased over 1909."

Such was the complaint registered by a manufacturing firm which replied to Hardware and Metal's query on the score of trade conditions during the past year. The competition of cheap American goods had interfered, it was claimed, with the sale of the better quality goods made on this side of the line. If this condition exists it is most unfortunate, but it should not be hard to remedy matters, with the co-operation of the hardware trade and the agencies handling this particular line. Goods shipped over from the United States and sold at a low price must necessarily be poor quality. The competition of cheap goods is the weakest kind of opposition if the makers and sellers of the better grade are alive to their opportunities. Talk quality and educate the public away from the penny-wise pound-foolish system of buying. With the co-operation of agents and the trade, the public can be led to see that in the end quality is the thing most to be desired. Well directed advertising will do much good.

The dealer figures largely in a situation of this nature. If he endeavors to direct his customers aright and talks quality to them, he can promote the sale of better grade goods effectually. And, in so doing, he renders a service not only to the manufacturer and himself but to his customers as well. On the other hand, if he is content to sell the cheaper goods without any effort on behalf of good quality grades, he can do quite a measure of harm.

THE QUESTION OF PROMPT SHIPMENTS.

One of the retail merchants, who answered the circular sent out last week by Hardware and Metal, went into the question of the assistance which manufacturers and jobbers can lend to the retailer at Christmas time. The point urged was that prompt shipments and care taken in sending goods perfectly clean and well finished would be the most effectual means of helping the merchant at this busy season of the year. Another dealer, in his reply on this point, emphasized the necessity for "good goods." So far as can be learned, there has been no room for complaint on either score, but the point is one worth consideration. That prompt shipment is a great help to the dealer is quite obvious. Delays on the part of the jobber or manufacturer may mean that the opposition store gets that particular line of goods on sale first. Likewise the shipping of goods in clean condition is necessary at the Christmas time, when the store staff is too busy to pay very strict attention to the cleaning of incoming stock.

The manufacturer and the jobber also have the right to expect consideration from the dealer on one of the above points. Merchants should not leave off ordering seasonable goods until the very last possible moment and then expect the jobber to rush them to him without an hour's delay. If a hardwareman does not lay in his stock of skates until around the middle of December, he cannot in reason expect to receive the goods instanter. The jobber is then plunged into the "vortex of holiday trade." The merchant who orders on time can expect, and exact prompt shipment; the late comer may perhaps have to wait longer. On the point, both the jobber and the merchant should consider the other, and in that way there would be perfect satisfaction on both sides.

SCARCITY OF TINSMITHS.

Every dealer who has tried to secure competent tinsmiths, within recent years, knows that it is not an easy task. Perhaps he wonders why this should be so, when tinsmithing, to-day, offers better wages than it ever has in the past.

But the same story is told in almost every trade, and this state of affairs is no doubt due to the downfall of the apprentice system. Young men are no longer willing to undergo three or four years of preliminary training at a low rate of pay, before entering upon the dignity of journeymen.

The lack of tinsmiths is already handicapping many employers, and, unless the tendency is checked, it will, before long, become a serious menace to the trade.

A remedy is already being provided. The Canadian Government, recognizing that the apprentice system is on the decline, has taken up the subject of technical education and appointed a royal commission to investigate the situation and frame a report. This will eventually result in a national system for educating tradesmen for our various industries.

The commission has already held sittings in a number of important centres, and they will no doubt continue them until all the interested trades are thoroughly canvassed. It would be a good thing for the tinsmiths and plumbers in every locality, to get together previous to the sitting of the commission, and arrange to present their case jointly. If courses in tinsmithing, plumbing and the allied trades are incorparated in the Technical Education Scheme, it will solve a problem that is becoming acute.

A TALE OF TWO TRADERS.

After stock-taking one of the problems the hardwareman ponders is that of replenishing his stock. He knows exactly what he has on hand and is in a position to judge which lines are likely to sell best. By planning out his buying campaign early, he will find it easier to avoid going to either of two extremes during the year.

A certain Western Ontario hardwareman is a fair sample of the class who make the mistake of stocking too light. This merchant, to use his own phrase, "keeps his business poor." He carries light stocks and eschews specialties, orders from hand to mouth and keeps his business balance at the bank low in order to avoid the temptatic to buy goods. In consequence he buys at a high figure always and does not carry as well assorted a stock as trade conditions today demand. He is, in fact, conservative to an extreme degree.

As an example of the other extreme, the case comes to mind of an eastern hardwareman, who was always keen for a "good buy." He was continually straying into the error of overstocking, through his desire for extra discount. He bought in large bulk whenever a cash inducement was offered. Once when a proposition of this kind was presented, he yielded to the promptings of a prudent instinct and consulted his books. He discovered that, at the rate of selling in the past, the stock he had thought of buying would last four years. Before he got rid of them, the goods would be out of date and shopworn. In the meantime, he would have tied up a considerable sum of money in a slow selling line, which could be better employed in the purchase of more readily salable goods. The amount that he ultimately bought was based on a more reasonable estimate of the probable demand. Overstocking is bad from the standpoint of the supply house as well as from that of the retailer. The merchant, who invests wisely, turns his stock over quicker and creates more business for the jobber.

Hardwaremen should steer an even course between the unprogressive attitude of the one and the rashly speculative methods of the other.

FIGHTING OFF THE SLACK SEASON.

Mid-winter is proverbially a dull season, but that is all the more reason for an extra display of energy. The dealer who convinces himself that there is nothing doing and calmly sits down until business begins to move, will hardly be in a position to notice the first signs of the revival. On the other hand, the hustler who keeps at it even when things are dull is not only initiating business all the time, but is fortifying himself for the spring rush.

The advertising should be especially good, just now. Buyers have to be coaxed and no pains should be spared to entice them. Brighten up the window displays, and put lots of time and thought into the newspaper announcements. Remember that the best time to advertise, is when you want more business.

Come to think of it, the hardware store could make a pretty good appeal to the householder, just at this season. The evenings are long and people have time to contemplate the dingy condition of their ceilings, walls and woodwork. They also have time to potter away with a paint brush, and the average man takes a delight in improving the looks of his house in this way. Don't wait until he asks you if you have a good paint for his purpose. Suggest to him that he can make good use of your paint. There are also a good many other lines in which you can interest him. Run over your stock briefly, and a dozen ideas will occur to you.

What about the farmer? Why this is the very time to get him interested in roofing, and various other lines which you sell from catalogue. During the past few years farmers have shown a tendency to buy such goods earlier, with every season. Manufacturers are making attractive proposals on business of this kind, and it helps all around. The farmer can draw home his heavy materials while the sleighing is good; the manufacturer keeps his plant going during a season which is otherwise slack; and the dealer while booking a lot of sales which help to make a profitable winter, leaves himself more time in which to look after the busy season.

THE IMPORTANCE OF MARKET REPORTS.

During the past few days some sharp advances have been recorded in stocks, which are handled in hardware stores. Turpentine has gone up to a figure never before reached and rosin has made advances which one wholesaler describes as "unprecedented" and "sudden." To the retailer these changes are of manifest importance. He must keep posted if he desires to buy wisely and sell at a fair figure. This points to the necessity of keeping closely in touch with market conditions, which he can do most effectually by watching the weekly reports in his trade paper.

The advances made this week have been presaged in recent issues of Hardware and Metal, so that merchants, who have been following the reports closely, have been expecting something of the kind and have probably shaped their course accordingly.

The merchant derives tangible benefits from weekly market reports and the weekly paper is therefore one of his greatest aids.

POINTED EDITORIALS.

The man who gets ahead, must have a head to begin with.

Merchants often stock up "not wisely but too well." Overstocking is a more serious fault than stocking too lightly.

New Year's resolutions are not yet under the ban. A good one for every dealer to make would be: "Customers shall have prompt and courteous attention during 1911 and always."

It is noteworthy that in communities where one dealer uses effective window displays, others follow suit. A good example is contagious and generally results in raising the standard of the trade in the district.

Trade conditions in a certain locality are of a merchant's own making. He may not find business brisk at certain seasons. The reason is not that goods cannot be sold at that time but rather that he does not know how to sell them at that time.

It takes more than a mere "Barkis is willin'" attitude to increase the business of a store. The proprietor must be willing to exert himself to get new trade, to seriously consider trade problems and devise means to capture that elusive article "public interest."

Taking a store window is one of the hardest of feats for a photographer apparently. In two cases, in connection with Hardware and Metal's window competition, the man behind the camera reproduced his own reflection with such realistic exactitude that it rather eclipsed what was shown of the window.

The metal industry is thriving and growing apace in the mother country, in utter disregard of all pessimistic predictions. In this country only an occasional whisper is heard from those who see gloom ahead, and the whole trend of trade is in verification of the loudly expressed confidence of the best informed men in all lines of industry.

Hardware dealers who are still running their Christmas advertising, must be thinking of Russel Sage, who said that he became rich through buying straw hats in the winter. He was an unusual man, however, and it is not likely that many people will purchase next season's Christmas gifts just now and hoard them up for nearly a year. It is time to change that Christmas copy.

Awards Made in the Holiday Advertising Contest

Prizes Won by J. H. Ashdown Hardware Co., Winnipeg, and R. F. Johnstone, Acton, Ont.—Results Show Dealers' Advertising is Improving—Good Types of Suggestive Christmas Copy.

From the large number of really good Christmas advertisements submitted for our contest, it is clear that hardwaremen are waking up to the possibilities of printers' ink. It is especially pleasing that dealers in the towns under 5,000 have shown so much energy and ability in preparing their copy, and, in this respect, they are rapidly overhauling the "big fellows."

Hardware and Metal has done much to foster the advertising spirit, and is prepared to do more. Many of the ads. which were entered in the contest, show that the articles on advertising which have appeared from time to time, have been closely followed, while the contests conducted by this paper, have spurred the dealers to their best efforts in bringing out their own ideas as well.

Christmas Advertising is Different.

As a general rule, it is not wise to crowd an advertisement with a number of lines, no one of which can receive the proper notice. The idea is to catch the reader's attention as he skims over his paper, and to hold it until he has read your ad. Unless you are using large space, you cannot hope to do this without confining yourself to a very few seasonable articles.

But at Christmas time it is different. Almost everybody reads the advertising pages religiously. People generally are looking for gifts suited to the tastes of their different relatives and friends. To make satisfactory selections is a hard task for the average person, and suggestions of all kinds are welcomed.

So, Christmas advertising is necessarily suggestive. But it must also be convincing, for you may be sure that every other live merchant in your town or city, is also making suggestions. For this reason, it is necessary that the hardwareman, in his holiday advertising, should not only tell the public what he has to offer them, but also why his goods make the right kind of Christmas gifts.

Our Prize Winners Knew How.

It is interesting to note that the prize-winners in our Holiday Contests for both large and small places, seized upon these two important points. Any hardwareman who wants to bring a good share of Christmas buyers to his store must keep these ideas in view, and dwell upon the utility as well as the variety of his Christmas goods.

For Towns Over Five Thousand.

The prize in this section, has been awarded to the advertisement of the J. H. Ashdown Hardware Company, Winnipeg, written by Wm. J. Illsey.

The border, representing holly and lighted candles, with a likeness of Santa Claus' jolly face at each upper corner, does not leave one long in doubt as to the nature of the advertisement. The heading tells why Ashdown's gift goods are desirable. They make the giving pleasing, to the donor because of good values, and to the recipient because the articles are practical, durable and attractive.

Then follows a list of goods suitable for Christmas gifts, with prices. Catch heads of plain and legible type, direct the reader's eye to the class of goods in which he may be specially interested. Owing to the clever lay-out of the ad., Mr. Illsey has been able to list a great many Christmas articles in a small space, 6¾ x 9 inches in the original.

If there is any criticism to offer in connection with this ad., it is that the advertisement could be made more vivid by introducing a few cuts of the articles mentioned. The limited space used, probably prevented this, but small illustrations of the more unusual goods listed, would certainly have drawn more attention to the ad.

In this class, special mention must be made of the good advertisements submitted by: T. McAvity & Sons, St. John, N.B.; J. R. Myers, Stratford; Stanley



Our Xmas Gifts

Make Giving More Pleasant

BECAUSE the items we offer are Practical, Durable and Attractive—Every Item is Priced at a Price which will Please You Sure.

OUR HAND PAINTED CHINA

will help you to decide upon those gifts you are in doubt about. Every piece is genuine hand painted.

BOB SKATES FOR LITTLE CHILDREN

No danger of hurting the ankles and can be used on the walks. Regular price 50c. pair.
Special .. .. 40c.

OUR PRICES ON BRASS GOODS

Vases, each .. $3.50 to $7.50
Smoking Sets. $3.00 to $15.00
Ink Stands .. $1.25 to $10.00
Ash Trays..... 25c. to $3.00
Card Cases.... $1.75 to $2.75

ELECTRIC IRONS ARE SENSIBLE GIFTS

and for usefulness and durability there is nothing better. Give one to your mother.
$5.50 and $6.50

HAVE YOU SEEN OUR ELECTRIC TOASTER?

The style we are now offering at $5.00 is perfect in every way.

GIVE ONE FOR XMAS

OUR PRICES ON ELECTRIC READING LAMPS

are better than ever this season. The styles are newer and prettier.
Each .... $5.00 to $75.00

SELECT A SILVER TEA SET

from the many neat sets which we show for your friend's Xmas gift $10.00 to $72.00

SPECIAL VALUES IN SLEIGHS

High frames for girls, pointers for boys and double bobs for the crowd.
Prices .. .. 40c. to $4.50

WE ARE BUSY SELLING KNIVES

Pocket Knives for every age of people. Small ones or larger ones. Extra values here.
Each..... .... 25c. to $12.00

BOYS' TOOL KITS

An assortment here to please every demand.
22 tools in Kit $8.50
23 tools in Kit $9.00
21 tools in Kit $8.00
13 tools in Kit $5.00
Others up to $15.00

CUTLERY IN CASES

Pearl handled Fruit Sets $4.00 to $15.00
Steel blades, celluloid handled Knives in Cases $8.50 to $22.00
Sets of 6 pairs pearl handled Knives and Forks $11.00 to $15.00
Cabinets of Cutlery (Complete outfits) $35.00 to $225.00
THE BIGGEST VARIETY EVER SHOWN

SOME ELEGANT MANICURE SETS

are here in sterling silver, ebony, celluloid and pearl handles. Extra values .. .. $2.50 to $20.00

WE HAVE LOTS OF TOBOGGANS

all lengths and made of select quality wood, from 4 to 10 ft. sizes.
Each .. .. .. $2.00 to $7.50

LADIES' DRESSING SETS

Brush, Comb and Mirror with silver plated or sterling silver backs. Some dainty patterns here.
Each .. .. .. $9.50 to $50.00

THE FINEST OF CARVING SETS

are here at the finest of prices. Every style and size in cases or otherwise.
Per Set ..... $3.00 to $22.50

IF YOU GIVE A SAFETY RAZOR

come to us to buy it. We carry every good make. We sell them at right prices and guarantee every one. Each .. . . $1.00 to $20.00

SELECT A CHOICE RAZOR STROP

for your gentleman friend who shaves himself. Our Christmas gift strops are beauties.
Each .... 50c. to $3.50

OPEN EVERY EVENING TILL 10.

"ASHDOWN'S"
Main and Bannatyne

The Earlier you come the better your purchases.

Newspaper Ad. of J. H. Ashdown, Winnipeg, Awarded Prize for Places Over 5,000.

Mills & Co., Hamilton; and Sumner Co., Moncton, N.B.

For Towns Under Five Thousand.

Some particularly good copy was sent in for this contest but the prize was awarded to R. F. Johnstone, of Acton, Ont. Mr. Johnstone ran a strong series of Christmas ads. in his local paper, and the best of them is reproduced in this issue of Hardware and Metal. All the others, however, showed evidence of careful planning, and it would be strange if this fine publicity did not bring Mr. Johnstone a record Christmas trade.

Acton's print shop must be an unusually good one, for it is seldom that an advertisement is given so attractive a setting, in a town of this size. The space was 6¾ x 10 inches in size, and sufficient illustrations were used to command the instant attention of gift buyers. The strongly worded announcement, brought out the serviceability of Mr. Johnstone's offerings, as well as their quality. Thus, he hit upon the same thought as that advanced in Ashdown's advertisement. It is the hardware dealerss strong talking point at the Christmas season.



Ad. of R. F. Johnstone, Acton, awarded Prize for Places Under 5,000.

MARTIN-SENOUR CONVENTION.

The annual convention of the salesmen of the Martin-Senour Company, Limited, was held at the Windsor Hotel, Montreal, on December 28, 29 and 30. The convention was opened by W. H. Gerke, general manager of the Canadian company, who talked of the trying conditions under which paint manufacturers were compelled to operate during the past year owing to the abnormally high values of raw materials and principally linseed oil. He congratulated the salesmen on the splendid record each had shown in their various territories during the year, and expressed his utmost confidence in their ability to maintain their enviable records.

The following members of the sales staff in the Dominion of Canada and Newfoundland were present, in addition to the advertising manager, B. C. Hazlett from Chicago, and Guy E. Martin, manager of the Halifax branch.

Messrs. J. A. Naud, Gustave Tasse, Rosario Bernier, Wm. Hill, J. H. Conover, Ed. J. Cookson, W. T. Fleming, W. P. Walsh, A. Moulton, G M. Scott, G. H. Hamm.

HARDWARE HOCKEY.

Montreal, Jan. 11.—The second series of games in the Hardware League, was played last night at Victoria Rink before an audience of about six hundred people.

Lewis Bros. defeated Starke-Seybold, 2 to 1; Canadian-Fairbanks won from Frothingham & Workman, by the same score; Thos. Robertson won from Jas. Walker by 6 to 1. The teams were:

Lewis Bros. (2)—Anderson, Williamson, Westlake, Walker, Burns, Morin, E. Morin.

Starke-Seybold (1) — Moore, Dagenais, Montgomery, Miller, Dery, Williamson, Gibb.

Referee — Smeaton, Judge of play—Owens, Westmount.

Canadian Fairbanks Co. (2) — Desourdy, Davidson, Hall, Bethune, Marnell, Peachy, Bennett.

Frothingham & Workman (1)—York, Fairfield, McCoy, Brown, Martin, Berniquer, Warren.

Referees—Smeaton and Armstrong, Westmount.

Thos. Robertson (6)—Chartier, Moquin, Johnson, Moore, Tibeault, Lancaster, Thompson.

Jas. Walker (0)—La Rose, Leblanc, Gordon, Ouimet, Dufresne, McCann, Hadley.

RATE READJUSTMENT.

Cleveland, Ohio, Jan. 11.—Independent oil refiners have gained a decision for the readjustment of freight rates into Canada, which will enable them to enter that country.

The case was directed from Cleveland by W. E. MacEwan, traffic commission manager for the National Refining Company. He received word to-day from the Canadian Railway Commission that the adjustment of rates goes into effect at once. It means a rate deduction of about 30 per cent.

Mr. MacEwan has also filed a claim with the Canadian Railway Commission asking that the railroads be compelled to make reparation of the money above the through rate collected for carload shipments of oil that have gone into the Dominion since January 1, 1907.

News and Methods of Canadian Hardwaremen

Original Ideas of Merchants to Attract Trade—Unique Rack for Gloves and Mitts—A "Skating Pond" Window—Further Notes of Christmas Methods.

WINDOW IN CORNER PILLAR.

Chatham, Ont.—An idea that can be worked out in the remodeling of any corner store where small goods are to be handled is seen in connection with G. W. Sulman's "Bee-Hive" store at Chatham. It is a pillar window. The store occupies a corner block; and, in remodeling, a deep entrance was made at the corner of the building. This left space in the extreme corner itself for a sort of pillar window, on each side of which is a sort of open vestibule from the street to the door itself. The "pillar window" is about three feet square, the inner corner closest to the door being cut off a little, making the window five-sided. Save for a couple of feet at the bottom, the entire pillar which runs the full height of the first storey is glazed, except the narrow side nearest the door, which is fitted with mirror glass. On each side of this mirror, running from top to bottom, is a row of incandescent light bulbs. The interior of the pillar, thus well lighted both in the day-time and at night, is fitted with two plate glass shelves, so that three small displays can be made simultaneously, all within easy view of passers-by. Small articles can be shown to great advantage in this way.

"SKATING POND" DISPLAY.

Chatham, Ont.—A skating pond is the attractive window display put on by Jas. A. King's hardware store, coincident with the opening of the O.H.A. series and the skating season here.

An entire double window is taken up. Two large squares of glass, covering the entire centre of the window floor, convey the illusion of ice. The remainder of the window floor, on all sides of the glass, is covered with cotton batting, which also surrounds the window at the side and back to a height of a couple of feet. Around the edges of the glass, on the cotton batting, salt is liberally sprinkled, a good imitation of snow swept off the ice, while the cotton batting has the "frozen slush" look of soft ice. Skates, straps and hockey sticks are shown, being neatly arranged about the window and hung at the side and back.

AN ARBOR OF MITTS.

West Toronto.—May Bros. have devised an ingenious method for the display of mitts. In the centre of the store, well to the front, a framework of ¾-inch gas pipe is erected. It stands 6 feet high, 4 feet across and extends back 14 feet. On all four sides there are four bars. Mitts and lined gloves of all kinds are hung along the bars, literally creating walls of mitts. In this way, it is possible to go over the stock and pick out the kind desired without disturbing anything, and inspection is facilitated. In all 250 pairs of mitts are thus placed in full view. The cost of the structure is estimated at $6.

May Bros. use their "mitt arbor" as a medium for much useful advertising work. Placards are attached to the frame advertising other goods and from their prominent position they are noticed and read probably by all who enter the store.

HANDLED TRADE WELL.

Prescott.—In answer to the letter sent out by Hardware and Metal, W. F. Macpherson, local hardwareman, reports that during 1910 he made an advance of 10 per cent. in sales. This was rather unexpected as there had been practically no building done, and at the start of the year there did not appear to be anything to warrant an advance. The result of the year's trade, came as a pleasant surprise.

In regard to Christmas goods, the volume of trade was about the same. Some lines were sold, however, which brought better profits than the lines handled in previous years, such as electric lamps and brass goods. Mr. Macpherson encouraged Christmas trade by using larger advertising space in the local papers for three months prior to the holiday, finding this policy profitable. During December, he changed the window displays twice a week. New lines handled were brass goods (jardinieres, etc.), electric domes, toy sweepers and dolls' carriages. "If you have good goods in stock, you always sell them," writes Mr. Macpherson.

OFFERED GOODS FREE.

Dauphin, Man.—Sutherland & Stelck reaped a good share of the local holiday trade by adopting aggressive methods. A circular was sent out early in the Christmas season to all homes in Dauphin, containing a list of goods handled which could be considered suitable for gifts. The list included cut glass, cutlery, nickel-plated ware, fancy lamps, safety razors, shaving brushes and strops, asbestos sad irons, electric irons, handsleighs, skates and hockey supplies.

Each figure was priced, a range of price being given from the lowest to the highest figure. For instance, carvers were quoted from 75c to $13.00.

A feature which attracted much trade was the offer of a gift to all shoppers. To ladies purchasing Christmas goods at the store, an asbestos mat was given, and to gentlemen, a three-foot folding box wood rule.

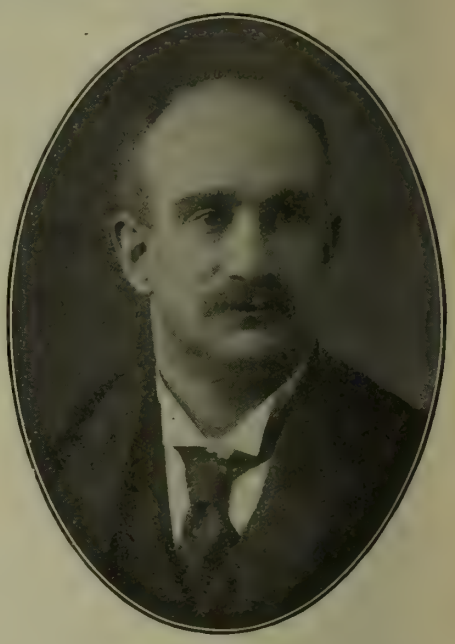
SALES MANAGER RESIGNS.

Galt—Norman S. Goundy, who has been in charge of the sales and advertising departments of the Galt Art Metal Co., has left that firm to enter the sales force of Steel & Radiator, Limited. Western Ontario will be his territory, and, as he has a wide acquaintance among the architects and contractors on his ground, his appointment should result in greatly increasing the connection of Steel & Radiator, Limited. Mr. Goundy is carrying a handsome traveling bag, which was presented to him by the office staff of the Galt Art Metal Co. when he left.

A PROGRESSIVE MERCHANT.

Prince Albert, Sask. — Another evidence of western progressiveness is shown in Mr. O. B. Manville, hardware merchant, of Prince Albert.

Of English birth, Mr. Manville settled in Prince Albert in 1903, after experiencing the usual ups and downs of a



O. B. Manville.

combined mercantile and farming life for a number of years in Southern Manitoba.

Starting in Prince Albert with about $2,400 in stock in a store 20 x 35, in the short period that has elapsed he has now a thorough, modern hardware establishment, 52 x 85, two storeys, basement, together with a workshop 20 x 40 and a large warehouse.

Mr. Manville has made a specialty of builders' hardware and builders' supplies, in which he has worked up an extensive business.

INDUSTRIES ARE BUSY.

Peterboro. — Peterboro's industries have been going at full time, the Peterboro Lock Co., and Rapid Tool Co. having been working overtime for the last year, getting out new goods. The Canadian General Electric Co. have also greatly enlarged their plant during the past year, thus employing a greater number of skilled hands.

W. O. Labelle of the Kingan Hardware Co. has returned to business again with the new year, after some three months' sickness with typhoid fever.

M. Comstock has severed his connection with the Peterboro Hardware Co.

Looking Backward and Forward

By an Economist Whose Many Years of International Experience in Such Matters Makes His Words Authoritative—Political Revolutions in Europe, Two General Elections in England, the Death of the King, and the Strike in France Have Severely Tested the Strength of Existing Conditions—Canada's Future Becoming More and More Involved With International Factors.

By James Mavor, Professor of Political Economy at The University of Toronto.

1910-1911 Political Aspects.

The year which has just closed has witnessed many important political occurrences—the death of King Edward, the two general elections in England, both conducted under circumstances of unusual excitement, the revolution in Portugal and the establishment of a republic in that country, the industrio-political strike in France, the election in the United States, and the revolutionary disturbances in Mexico and in South America. Had the industrial or the financial situation in 1910 come, for any technical reason, into a position of unstable equilibrium, almost any one of these important events must have disturbed that equilibrium more or less seriously. They all passed without any significant disturbance. This fact alone seems to suggest that the lessons of the year 1907 have to some extent been learned in the United States, and that the financial recovery there from the debacle of that year is a real recovery. The year 1911 is not a year when any great periodical political disturbance normally occurs. It is possible also that any changes which are at all likely to take place in the constitution of Great Britain have already been discounted, so far as the money market is concerned. Other political events, or their influence, it is not possible to foresee.

The Financial Liquidation of the Crisis of 1907.

In the early months of 1907 a very large amount of 4 year notes was issued by the railway and other interests in the United States. The conversion of these notes into long term or into permanent securities, necessarily involved a considerable time. So long as there remained a large balance unprovided for, anxiety on this account was inevitable. One year ago, however, the best banking opinion in New York leaned to the view that provision had by that time been made for the bulk of the funds represented by the notes. The net amount outstanding at that time, though still large, had been very greatly reduced. Although it is not possible to state with accuracy what proportion of the original issues still remains to be dealt with, there is reason to believe that it is small, and that the actual carrying out of the conversion operations resulting in the retrieval of the notes issued in 1907, need not be attended by any serious consequences in the money market, although it must be accompanied by transferences of considerable amounts. So far as further concealed legacies from the period of crisis are concerned, it is difficult to believe that in the aggregate they could count for much.

Industry in Europe and in the United States.

During the past year there has been a considerable revival of trade in European countries. Last year's harvests were good, and both in Germany and in Great Britain the volume of business increased. In the latter country unemployment fell during the early part of the summer to a point only fractionally higher than the point which it reached in the record year for ten years previously, viz., 1900. In the United States there has been in certain centres on the other hand, a distinct falling off. So far as the iron and steel industry is concerned, it would appear that the domestic demand is not commensurate with the capacity for production, and that many works in Pittsburg, for example, have had to discharge workers in large numbers. The relatively high production cost of these great staples in the United States seems to be the most serious impediment to their exportation, excepting at a price which is not remunerative. There must, however, be taken into account the increasing miscellaneity of production in the United States and the wide area over which many industries are now spread, each producing centre finding its own general, though not invariable market; within a range whose requirements can be more or less readily estimated beforehand. There are certain signs which indicate that greater intelligence and foresight are being brought to bear upon the practical management of business enterprises in the United States, than might readily be observed a few years ago.

Elements of Uncertainty for the Year 1911.

So far as the United States are concerned the chief elements of uncertainty are the outcome and the effect of the settlement of the railway rate question now pending before the Interstate Commerce Commission and the outcome and effect of the forthcoming decisions of the Supreme Court in the Oil and Tobacco cases. In addition to these, there are the questions of the course of prices of the great staples and the probability of some form of tariff revision. There is also as an important factor the question as to how much further the United States will be able or will desire to continue its policy of hoarding gold with the consequent extreme absence of economy in the employment of it as a circulating medium.

In Europe the same question appears in a similar form, France and Russia have both been hoarding gold extensively, the first as a dealer in gold, and the second as an exporter desiring payment in that metal in order to establish its financial position. The operations of the first are of course determined by the state of the market; the operations of the second must reach a limit ere long. When the hoarding of gold is checked, the result, provided the production is maintained, must be the cheapening of the metal and the rise of prices of commodities.

Canada's Borrowings.

During the year 1910, Canada has continued to draw funds largely from Europe. These funds have been drawn, not only against government, municipal and corporation securities, but they have also been drawn to a very large extent by the increasing practice of private investors sending out deposits to Canadian banks with the object of investing the funds in this country. It is difficult to place a figure upon the aggregate of such remittances, but it finds its expression in the increased importation of goods. Canada cannot borrow or import capital without doing so in goods; and thus the so-called adverse balance of trade is quite easily accounted for. The limits of this borrowing may be yet far ahead. They must be conditioned, not merely by the amplitude of the natural resources of the country, but also by the increase of population and by the productivity of the people.

The Banking Situation.

The failure of a small bank in the closing days of the year, on the eve of the revision of the Bank Act, has inevitably created some anxiety and perplexity. It is extremely difficult, as the few past years have shown, to strike a happy medium between a system in which a few

large banks should control the mechanism of commercial finance in an autocratic way and a system in which competition in banking among a large number of small banks should lead to unsound banking practice and ultimate insolvency. It is extremely doubtful whether any practicable system of inspection could have prevented the collapse of any one of the three banks which during recent years have come to grief. But it may be that some more definite relation between the Bankers' Association and the Treasury Department may be devised by means of which the latter, on report by the former would be bound to take action of an appropriate description, according to the circumstances of the case.

The present situation exposes all banks, no matter how soundly their business may be conducted, to the effects of a widespread disbelief in all banks—a disbelief that no doubt temporarily, but some times seriously, affects, specially the outskirts of, a community where a banking disaster has taken place. The subject is too delicate, too intricate, and too intimately connected with the external credit of the country, upon which further supplies of needed capital depends, to be thrown into the cauldron of popular discussion in parliament or out of it.

Crops and Business in Canada.

The statistics of these given elsewhere show that while the western crop was deficient, the deficiency was compensated for by the increased crop in Eastern Canada. This was a very fortunate circumstance for the country, because the moral effect of a deficient crop in the present stage of its development might under certain circumstances be very injurious. Industrially and commercially we come to be drawn, year by year, more and more, into the net work of international commerce and therefore we may expect to find that in the future we may suffer sympathetically with other countries in their crisis, to a greater extent than has been the case hitherto. It is important, therefore, that especially in the case of enterprises in which a speedy return to capital cannot be expected, banks and other financial houses should exercise great caution.

For reasons which need not be discussed here, prices—of land, especially—have been advancing rapidly and up till the present in many fields, there has been a high velocity of return ; but this process cannot in the nature of things continue uniformly at the same rate. When indiscreet advances are made they contribute to the rapidity of the advance, but they also contribute to the rapidity of the fall.

HARDWARE TRADE GOSSIP

Ontario.

The Orillia ratepayers defeated the by-law to loan $12,000 to the National Hardware Co.

Salesmanager Reid of the Kennedy Hardware Co. is about again, after a spell of sickness.

R. Fletcher will visit the Ontario hardware trade in the interests of McClelland Bros., Toronto.

A permit has been granted to the Fletcher Manufacturing Co., Toronto, to erect a $6,000 addition to their building on the south side of Hayter street, near Yonge.

Mr. A. E. Boreham for several years with Messrs. H. S. Howland, Sons & Co., starts this week to represent Thomas B. Lee in Western Ontario with skates, cutlery and other hardware specialties.

Brandram-Henderson travelers who are covering new territory are A. P. Lowry in northern and eastern Ontario, Leonard Mould in northwestern Ontario and H. B. Shuttleworth in southern Ontario.

Ed. Long was presented with a gold watch and chain on severing his connection with the McKinnon Dash and Metal Works, St. Catharines. The foremen in the other departments gave him a suit case.

J. H. Clay will hereafter represent the Galt Art Metal Co., Galt, in the Orillia, Owen Sound and Goderich districts, covering all intermediate points, of course. He has had extensive experience as a retailer and traveling salesman.

The incorporation is announced of the Mulhall Hardware Ltd., with a capital stock of $100,000, headquarters to be in Ottawa. The incorporators are: W. E. Graham, Clifford McAdam, Miss A. E. Mulhall, Mrs. Edith R. Mulhall and A. E. Shorter, all of Ottawa.

Will Nealy, formerly of Brantford and Brampton, but now traveling for an American paint firm, was home for a few weeks around the New Year. Mr. Nealy will be remembered by lacrosse enthusiasts as a member of the famous Brantford team for several seasons.

The death occurred in Detroit very suddenly of Thomas H. Grose, brother of W. T. Grose, manager of the Montreal branch of the Ontario Lantern and Lamp Co., and of Walter Grose, founder of the company. Like all the Grose family, he was a large man, with a heart as large as his body, and he will be missed in a large circle of friends.

On Saturday night burglars entered a number of stores in Ottawa, including the hardware establishment of E. G. Laverdure, 77 William Street. Mr. Laverdure is the heaviest loser, a lot of knives and some money being missing. The front door was forced, and the traces left indicate that several were concerned in the burglary. Detective O'Meara is working on the case.

Charles D. Waldon, formerly identified with the Pease-Waldon Co. and now managing director of the Waldon Heating Co., Winnipeg, was married on January 2, 1911, to Miss Ethel Park, only daughter of Mrs. David Gardiner Park, Chatham, Ont. The marriage took place in Winnipeg, and the couple are now residing at 93 Arlington St., in that city. Mr. Waldon is well known in the hardware, heating and plumbing business in Ontario.

Quebec.

W. T. Grose, Montreal manager of the Ontario Lantern and Lamp Co., is laid up with an attack of la grippe.

H. B. Carbray was given an enthusiastic send-off from Montreal when he left for Winnipeg to join the sales department of the Miller Morse Co., hardware wholesalers.

The proposed Montreal business men's trip to the West Indies has been postponed till next year, owing to the fact that the business men it was intended to attract do not feel they have had enough time to prepare for such a long vacation. It has been decided therefore, to fix a date about twelve months hence.

James Walter Jamieson, foreman of the R. C. Jamieson Co., Montreal, makers of paints and varnishes, was presented with a gold watch chain and locket by his fellow employees. A short address was read by John H. Johnston and the presentation was made by the company's old employe, William Cox.

Western Provinces.

The Crescent Heights Hardware Co. is commencing business at Calgary.

H. S. Williams, Kinsella, is building a new hardware store at that point.

W. E. Kelly, of Calgary, has sold his hardware store to the Aylward Williams Hardware Co.

W. A. MacDonald has purchased the hardware business of C. H. Plaxton, Mortlach, Sask.

J. D. Fumerton, formerly of Preston, Man., has opened a hardware business at Jarrow with a stock valued at $10,000.

M. A. Boyd, hardwareman of Lyleton, Man., is discontinuing business and moving to Duval, Sask., where he is intending to open a store.

The J. W. Glover Hardware Co., Vernon, B. C., have moved into their new and commodious quarters on Barnard Ave., a few doors east of their old stand.

C. W. Carrothers, who has had charge of the Moose Mountain Lumber Co.'s hardware business in Creelman for the past six years, has purchased the business from the company.

J. L. S. Hutchinson of the Saskatoon Hardware Co., in an interview expresses great trust in the prospects for progress during the year in Saskatoon. There is every prospect for a bigger building year there than ever before.

Western Canada Hardware Market Situation

Blizzards Blocking Transportation—Building Operations Will Open Briskly—Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office, Up to Noon on Friday.

Winnipeg, Jan. 12.—Business conditions in the West have been seriously affected by the blizzards which have been raging this week. Trains have been blocked all over the territory, and the interruption to traffic has proven a setback to retail trade.

However, in spite of these conditions, the tone of the trade is thoroughly optimistic, and no fear is expressed but what 1911 will prove an exceedingly good year.

Hardwaremen are naturally discussing the prospects for building in 1911, for the prosperity of the trade will as ever depend in a large degree upon the number and size of the new buildings to be erected. In this respect, the reports from architects and contractors are very gratifying.

Already preparations are being made for breaking the building records. All the indications point to operations becoming very active and widespread as soon as the weather is favorable. All kinds of builders' hardware are therefore in good demand.

Jobbers and manufacturers of heating goods report that orders are coming in very freely. This shows that dealers are pushing stoves and furnaces, and are making some good installations.

Prices generally are firmly held, and changes are all in the upward direction. By referring to our quotations, it will be seen that Canada Plates have advanced twenty-five cents per box, and it is announced that iron pipe will be advanced next week.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted, $2.83; galvanized, $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10½-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. **Lead Pipe**—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Paints and Oils.

The movement in paints and oils is only a moderate one. Orders coming to hand are all for stock, as, while retailers are not experiencing much demand at present, they are getting in shape for spring business.

Prices are unchanged, but it would not be surprising to see further advances in turpentine. The price is still $1.10, but strength in the Eastern Canada market is being reflected here, and a change must soon be made to a higher level.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 25½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Gillette Razors.—Many large companies, when the question of calendars is discussed, immediately endeavor to see how cheaply they can get out an edition and distribute the smallest number in order to what they call economise. The majority of such expenditure is money thrown away. But every rule is proved by the exception and the exception in the case under review is the Gillette Safety Razor Company whose new 1911 calendar is not only most useful but artistic and attractive. Without a profusion of words the advertising point is there and it is as sharp as the blades used for shaving. Perhaps some of the old style dispensers of cheap unendurable apologies for recorders of time in its flight will take a leaf from the book of Gillette and turn out a thing of beauty which will be a joy forever.

Alabastine. — The Alabastine Co., Paris, Ont., have issued a handsomely arranged catalogue, entitled "Homes Healthful and Beautiful." It contains ideas for house decorating fully explained and illustrated attractively, and a summary of all lines put out by this firm.

Chas. Rittenhouse, of U. S. Steel Products Co., has returned from Newark, N. J., to which place he made a hurried trip last week owing to the death of his father, Elisha Rittenhouse, of that city.

Laurence T. Walls, of the Dominion Wire Mfg. Co., Ltd., left Montreal last Tuesday night to take up his position in Winnipeg as assistant to Mr. Hanna, manager for Northwest sales branch of the Steel Co. of Canada.

PARTNER WANTED

HARDWARE SALESMAN, with several good agencies for Canada, headquarters in Montreal, desires partner with moderate capital. Address "Salesman," HARDWARE AND METAL, Montreal.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin.—Increase of 1c.

Toronto.

Linseed Oil—Up 3c.
Turpentine—Increase of 3c.
Rosin—30c increase.
Shot—5% increase.
Wood Handled Levels and Rules—15% advance.
Tin—1c increase.
Ordinary Canada Plates—10c increase.

MONTREAL

Montreal, Jan. 13.—Again we have to record an advance in the price of tin, but this time of only one cent. As can only be expected there is a high feeling of tension, and the fact that nobodv can anticipate with any degree of certainty as to whether even higher prices are close at hand, tends to check trade and spoil the prospects for the first month of what was hoped to be the commencement of a banner year. Despite the enhanced prices, trade has been very steady. Users grumble at having to pay the price, and say that they are losing on the finished article and declare that they will not buy any more, but "needs must," and, as they have no metal in stock, they are compelled to buy to some extent.

This feeling, of course, is not tending to stimulate trade and it says something for the industrial activity now prevailing that such a fair amount of metal is being sold. There is no material change in copper but the metal has a very weak tendency but naturally jobbers are not anxious to cut prices and only buyers of large lots obtain really good concessions. Spelter is the same in quotations and stands out well as the most steady seller of the week comparatively speaking. Lead is still colorless but a fair trade is noted in small lots. Imported pig iron continues to be quiet as is only to be expected but there is still active competition between United States producers.

Pig Iron.—There is little to be noted in the pig iron market. There has been some calls on warehouse iron but only by the smaller users. Naturally enough it is not yet time for the big men to think about paying the enhanced prices. Domestic furnaces report fair business but undoubtedly feeling the competition from across the border. We quote Summerlee, No. 1, $21.50 to $22.00; Middlesboro, No. 3, $18.50 to $19.00; Canadian No. 1, $19.50.

Tin.—As we have previously said tin has advanced one cent and naturally enough the recent inflations is tending to keep back trade. Fair business, however, is reported from the smaller users. The squeeze is still being maintained in London and all the markets are feeling the pressure very acutely. We now quote the jobbing price of tin at 45c with only a slight shading for the large buyers.

Copper.—Copper is again unchanged but the weakness in New York is still tending to reduce quotations for good round lots. On the whole, trade is fairly good considering the circumstances and jobbers profess themselves fairly satisfied with the situation. Enquiries are keeping up well and it is evident that a very close watch is being kept on the market. Present price is $13.75.

Spelter.—Spelter maintains a steady gait and it still keep it's reputation for being the most persistent seller. Of course we do not mean to say that the metal is going out in huge bulk, but orders come in regularly although naturally enough they are not on the large side. The primary markets being undisturbed, local quotations remain unchanged, the price asked being $6.25.

Lead.—Lead is practiccally the same. Business is quiet, and prices remain undisturbed and a very steady primary market conditions.

Scrap.—A slight stimulation is noticed in the scrap market and there has been better buying for the coarser metals. Scrap copper is very dull. We quote: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Jan. 13.—Although more active than during the corresponding period for 1910, trading on the metal market is not particularly brisk at present. Stock orders are in receipt in fairly large quantity, particularly for tinplates and altogether the situation is satisfactory. Indications pointing to an active year are not lacking.

The tendency in prices is still upward. Tin has fluctuated up and down but at present writing is 1 cent higher than last week. It is very likely to stick there or even go a little higher. Canada plates are very scarce and are quoted 10 cents higher for ordinary.

Pig Iron.—There is little demand for pig iron, the factories being too busy stock-taking to have any present need. Still a few orders are received regularly. Canadian foundry No. 1 is $19.50, and No. 2, 50 cents a ton less. Old Country iron is quoted at $20 for Middlesboro' No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50 and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50 respectively.

Tin.—The London syndicate forced tin up to an unusually high level this week but on Thursday considerable was offered on the primary market and the price broke very appreciably. During the day the market recovered, however, and gradually crept back to the high notch from which it had receded. Locally an advance of 1 cent is recorded, the present price being 43 cents. Confidence is expressed here that a lower price is out of the question for some time to come.

Copper.—Equal confidence is lacking in copper. "You will see lower prices," said one man to-day. This opinion is generally concurred in. Not only has the continued over production undermined the confidence of both buyers and sellers but it is felt that the general state of the market is tending toward a lower figure.

Plates and Sheets.—The situation is not too promising. Report has it that the English makers of tinplates are booked up already for varying periods, some until September, others for the whole year. American tinplate mills have been closing down. It would appear from this wide divergence of conditions that the old country makers are gaining a monopoly on the production. The high pressure in England does not make the local situation look any too bright, particularly as stocks here are very light. Some firms have only one fifth to-day of their usual holdings in Canada plates and it becomes increasingly more apparent that the holders of plates will in the near future be able to command a good stiff price. Ordinary plates are now quoted at $3.00, an advance of 10 cents.

Lead.—There is some activity in lead but the orders received are almost entirely for small bulk. The situation is fairly satisfactory, however, and the price remains firm.

Spelter.—The spelter situation is satisfactory, more so than in most other metals. Demand continues active for this season and the price has remained firm. Continued steadiness is anticipated.

MORE BUYING EXPECTED.

Cleveland, O., Jan. 12.—The Iron Trade Review to-day says:—Owing to the uncertainty regarding the price situation which has existed for spme time, buying in practically all lines has been held up, consumers covering only for actual needs. As a result, the trend of the iron and steel market in the Pittsburg district during the first 10 days of the new year has been practically the same as for the corresponding period in December. It is expected that developments this week will enable both buyers and sellers to get a more definite line on what can be expected in the near future. Stocks in consumers' hands are low and more general buying is expected, following the meeting of steel manufacturers in the east.

Consumers of pig iron especially in the east are giving more attention to their requirements over the first six months of the year. There is more activity in the market at present than for some weeks, and, sellers look for more general buying in the near future.

HARDWARE MARKETS

MONTREAL.

Montreal, Jan. 13.— The hardware market is showing a much brighter aspect this week. Orders have started to come in from the west, and the jobbers report a fair business. While orders are not reported as being exceptionally heavy from the East, it is probably because the retailer is still busy stock-taking, but it is assured that in a short time a briskness will be just as apparent here as in the West.

Of course the fact that travelers are now at work is largely responsible for the incresed business, but in addition to this, general indications show that dealers are displaying more confidence, and are beginning to cover their requirements more thoroughly than has formerly been done at this time of the year.

Orders for ice cream freezers, lawn mowers, screen doors, windows and green wire cloth for Easter delivery are reported as being very good from the West.

Builders' Hardware—These lines have not shown any great activity during the last week, but some demand may be expected shortly as stocks are reported to be light.

Spring Lines.—An encouraging movement has been noticed in these lines, and all the jobbers report that for the time of the year orders are coming in very well.

Sporting Goods. — The demand for these goods has fallen off to some extent as is natural, although skates and hockey sticks continue to move with fair steadiness. The spring goods of this line have not started to move with any great activity so far.

Bolts and Nuts. — During the past week no great demand has been apparent for these lines although small orders have been coming in with regularity. An increase in prices was expected by some, but this has not taken place, and we quote the same prices as last week. Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Lumbermen's Supplies.—The demand has been very good in every branch of this line, boot calks being especially to the fore. No change in prices is noted.

Wire.—We quote the following prices: Barbed wire, $2.05; plain twist, $2.55; galvanized wire, $2.20; base coiled fencing (9) $2.25; (12) $2.40; staples, bright, $2.60; galvanized $2.85.

TORONTO.

Toronto, Jan. 13.—Trade is much busier than a week ago and the demand seems to be growing rather more rapidly than was expected at this season of the year. Travelers are again out on the road in full force and this has probably been one cause of the marked stimulation. Most of the orders received, of course, are of the sorting up variety, but many are of quite substantial proportions.

Two changes are recorded in hardware prices. Wood handled levels and rules have been increased in price from 15 to 20 per cent. and shot has also been advanced, the discount being decreased from 25 per cent. to 20 per cent. In all other lines the old prices are being steadily maintained.

Seasonable Goods.—The demand is quite brisk in all winter goods. The weather conditions have been so steadily cold that there has been a large sale of sleigh beels, blankets, mitts, toboggans and snowshoes. In the two latter lines, the demand has been peculiarly heavy.

Spring Goods.—Although the demand is not yet in any sense pronounced, spring goods are starting to move. Orders from some sections, particularly from the west, are being received for such goods as rakes, lawn mowers, shears, etc. Dealers, in fact, are showing a tendency to buy well in advance of the season and, although stock-taking is interfering with business now, the present volume of trade points to the early resumption of activity.

Builders' Hardware.—It cannot be said that these lines are moving well but there is enough demand to satisfy the supply houses. It is said that retail stocks throughout the country are unusually light, owing to the largeness of the demand last year. Supply houses are anticipating, therefore, that the spring will see a heavy run on builders'. It is expected that the demand will show improvement very shortly.

Sporting Goods.—The skate trade has dropped off but the demand for hockey supplies, particularly sticks, has become more active. With hockey games in progress all over the country, stocks of sticks and pucks are being depleted and the supply houses are kept busy meeting the demand. Some orders for spring sporting goods are being received but trade in these goods will not reach seasonable proportions for a month yet.

The change in discount on shot from 25% to 20% is the only change in price in this department.

Heavy Hardware.—Demand is quite nominal but there are some orders being sent in. Active conditions will be resumed in the course of a few weeks, it is thought.

Stoves and Heating Goods.—Naturally there is less activity in heating lines. Orders from the retail trade are fairly scarce at present and the attention of the manufacturers is being turned to stocking up for future demand.

Hardware Letter Box

LOOSE LEAF LEDGERS.

Dashwood Planing Mill Co., Dashwood, Ont.— "Can you supply us with the names of several manufacturers who make Loose Leaf Ledgers?"

Any of the following firms can supply you: Copeland-Chatterson-Crain Co., Toronto., Business Systems, Toronto, Warwick Bros. & Rutter, Toronto, Brown Bros., Toronto, A. A. Langford Co., London.—Editor.

TO LEARN TINSMITHING.

Smith & Gaetz., Red Deer, Alta. — "We would be glad to know if there is in Canada a technical school or college where a young man may learn tinsmithing and its kindred lines, such for instance as furnace work."

We do not know of any such school. —Editor.

DYNAMITE MAKERS.

D. W. Douglas, Campbellford: "Can you give us the address of the Nobel Powder Co., and also any other firms likely to quote on dynamite in carload lots?"

Write to Nobel Explosive Co., care of Hamilton Powder Co., Montreal.—Editor.

CURLING STONES.

W. Hanna & Co., Port Carling. — "Will you please tell us who are the wholesale houses that sell curling stones?"

Winnipeg Paint & Glass Co., Winnipeg; Keith & Fitzsimons Co., 111 King St. W., Toronto; J. S. Russell, 118 King St. W., Toronto.—Editor

SOCKET CHISELS.

W. F. Mickus, Preston.—"Could you inform us if any Canadian hardware firm handle Howarth's or Sarby's Bevel Edge Socket Chisels?"

So far as we know, none of the Canadian jobbers handle these goods, which are made in England.—Editor.

TURNING LATHES.

Connely-Fairweather Hardware Co., Sussex, N. B. — "Please give us the names of the different manufacturers in Canada manufacturing turning lathes."

Canada Machinery Corporation; Robt. Gardner & Son, Montreal; Jno. Bertram & Sons Co., Dundas; London Machine Tool Co., Hamilton; R. McDougall Co., Galt.—Editor.

A. M. Bell & Co., Halifax—"Can you give us the address of any makers of galvanized refrigerator hinges and fasteners in Canada?"

Belleville Hardware Lock Manufacturing Co., Belleville.—Editor.

COMPANIES NEWLY INCORPORATED.

Mulhall Hardware Limited, Ottawa, with a capital stock of $100,000 have been incorporated to carry on a business in hardware, building supplies, machinery and kindred goods.

Canadian Steel Foundries Limited, capitalized at $5,000,000, will carry on the business of iron masters, steel makers, miners, smelters, engineers, etc. Their headquarters will be in Montreal.

Methods of Selling Paint in January

Canvass the Manufacturers for the Sale of Wall Paints—An Instance Where One Factory Used a Supply With Good Re- and Furniture—One Ingeniousishes for Interior Woodwork and Furniture—One Ingeuious Idea Explained.

Dealers do not sell much paint at this time of year, as a general rule. Some do not sell any at all. Accepting the complete falling off in demand as inevitable, they do not make the least effort to create business, but shove their paint stock into the background and wait for spring.

The other day a traveler was in a Western Ontario town and happened to ask a hardwareman there how trade had been in paints. "Haven't sold a can for two weeks," was the reply. "Look at the thermometer, man. You can't expect people to buy paint at this time of year."

It was cold out and certainly conditions were not such that one could expect to see people crowding to the hardware stores to buy paint. Still, the traveler believed there were possibilities of a good trade and persisted:

"I was in a neighboring town the other day and had occasion to visit a factory there. I found the firm were having the walls and ceilings painted with white wall paint. The idea had occurred to them that it would make the shop brighter and enable the men to work better. The result was all they had expected and they were delighted. Now you have lots of factories here. Why not get out and see some of the manufacturers and sell them a supply of wall paints? It would hardly require a gold medal salesman to sell a lot of it."

Whether the hardwareman acted on the advice, or intends to do so, is not recorded, but the fact remains that there is an opening for every dealer to do a good business in paint at the present time by canvassing the manufacturers.

The factory in question was the Metal Shingle and Siding Co., Preston. The walls and ceilings of the shops were covered with white wall paint with the result that the interior was appreciably lightened. The workmen were thus enabled to do better work and, on dark winter days particularly, the benefit was quite apparent. The company consider that the outlay involved was money well spent.

There are several reasons why manufacturers would be prepared to consider putting on an interior coat of paint at the present time. In most lines, they are not overly busy and work would not be interfered with as much as at any other season of the year. Further so many days during the winter are dull that anything calculated to relieve the gloom inthe shops would be welcomed.

See the Manufacturers.

The hardwareman is also not so busy that he is absolutely tied down to his duties in the store. He can find plenty of opportunities to slip out and do a little canvassing. By calling on the manufacturers in town and presenting his proposition, he should not find it a difficult matter to make a number of substantial sales.

The importance of securing factory trade is not limited to the profit on the sales made. It brings the store in touch with a certain number of the employes of each factory. Further, it evidences progressiveness on the part of the dealer and nothing is more effective in winning public approval and support than the display of earnest aggressiveness.

House Sales Not Impossible.

There is no reason why it should not be possible to do a fairly good trade with the general public right at the present time. During the winter months people live more in the house than during the warm seasons, and are more likely to consider the question of improving the appearance of their home. As practically every evening is spent at home, people are more likely to notice that the floor around the rugs has become scraped and rough, that the furniture has lost the lustre of newness and become scratched and worn looking. Social events are planned and it is desired, of course, that the home look its best. Is it not, then, a suitable time to push the sale of furniture polish and varnishes for interior woodwork? A little judicious advertising and some display in the store should bring quite a volume of business in these lines.

Created a Good Demand.

A case is recalled where an enterprising dealer sent out a small printed card to people in his district, whom he believed would be interested, which read something as follows:

TO THE HOSTESS:—

During the present season you will hold a number of social events and will desire, of course, that your home look at its best. You will probably spend large sums in floral decorations but did you ever stop to think that a very small sum would enable you to have your furniture polished up and made to look as good as new? Think it over and then come in to see Brown & Co. We will guarantee to make your home look brighter and more attractive, at a very reasonable outlay.

He found that this straight talk had the desired effect, for many people visited him and he sold quite a large quantity of goods.

The moral of this little incident is that no matter how adverse the circumstances may appear, there is always some way for the ingenious and enterprising to do a certain amount of business. The paint trade during January will not thrive of itself but it can be fostered by the exercise of a little forethought and energy.

A GROWING CITY.

Hardware and Metal is in receipt of a table of statistics sent out from Edmonton, showing the great growth of the Albertan capital. "Come and grow with us," is the invitation that Edmonton has extended to all.

LIONS THAT STOPPED THE RAILROAD.

Under this title, the Sheet Metal Products Co. have just issued a beautifully printed booklet, reproducing an African lion story from the pen of Col. J. H. Patterson. An introduction written by F. C. Selous, the famous lion hunter, is included.

The book has many half tone cuts which serve to illustrate the narrative, while the firm's personality is impressed by the splendid engraving showing the various plants controlled by the company, and the men of their executive staffs.

The firm have also issued a new edition of their catalogue, which has been compiled with a view of being a standard price list for the hardware, tinware, stove and plumbing trades. It is complete in every detail, and if any dealer has not received a copy, he should drop a post card to the Toronto, Montreal or Winnipeg address of the company.

PIG IRON FROM LEAN ORE.

A dispatch from Marinette, Wis., says: The Ardis furnace at Iron Mountains, Mich., the invention of John T. Jones of that city, was tested to-day in the presence of fifty leading steel and iron men of the United States, Canada and Mexico. Professor Crabtree of Pittsburg, expert of the Carnegie interests, witnessed the operation of the furnace. The experiment was a success.

The furnace takes lean ore, now considered worthless, and turns it into good pig iron. This was done with considerable lean ore to-day. A charge will be made in the cupola used and the final test will take place next month. The furnace will make millions of acres of iron ore land, now considered worthless, very valuable and is considered the greatest discovery in the iron industry for many years.

BANQUETED THE STAFF.

On Thursday evening, December 29th, 1910, the Kemp Mfg. Co. were the hosts at their annual banquet at the St. Charles Cafe, given to the travelers and members of office, warehouse and mechanical staffs of the Kemp Mfg. Co., and MacDonald Mfg. Co.'s plants.

About one hundred and ten sat down to a sumptuous repast at 8 p.m., and after the company had done ample justice to the good things provided, a pleasant evening was spent in song, story and eloquent addresses from the hosts and various members of the staff. Mr. F. S. Corrigan, secretary of the MacDonald Mfg. Co. was toastmaster and the company were favored with the presence of Mr. Hayes, manager, and Mr. Dundin, traveler for the Montreal house, also Mr. Binns, representative for the Maritime Provinces.

The enthusiasm was maintained until past midnight when the the company dispersed determined to make 1911 a record year in all departments of the business.

DO A BIG PAINT BUSINESS IN 1911—USE

M. L. PAINTS

TO MAKE PROFIT

Living expenses are going up. Paint is a preservative. M. L. Paint, ready to use, is the best line a retailer can carry. Its cost is much lower relatively. A $10 sale of M. L. Paint covers this year construction worth $100, let us say. It protects that structure perfectly for 5 years, say. That construction worth $100 to-day may be worth $130 to $135 in 1916, if preserved, under the increased cost of the material that goes into it, figuring 1916 values.

Besides that saving from deterioration—protection, which is worth, say, $5 a year, the paint has really **made** an increased selling value of $35 for the users's property.

This means $25 added to $35, or a potential value of $60 in a $10 sale of M. L. Paint.

Paint is cheap—if it is M. L. Paint.

If it is not a paint that **protects**—not right—not the right material or the right grinding or mixing, or the right paint for weather protection, no dealer can afford to sell it.

A $10 sale of poor paint now may give 2 years' protection, worth $10 and a 3 year deterioration of the $100 construction mentioned. It is perhaps worth only $100 or $95 in 1916, through this loss. This is $40 less than the $135 valuation of a perfectly-protected $100 construction under 1916 increased-value higher-cost-of-living-then valuation.

The $10 poor-paint sale loses $15 in protection service and $40 in valuation loss and gives only $10 real service—$45 loss.

Mr. Dealer—you get the **benefit** of the $60 saving of M. L. paint against the $45 loss of poor paint, and the **hurt** poor paint does your business.

NOW, right now, stock up with **good** paint— rightly made.

It takes care of your future good-will and profits as a retailer—your prosperity.

It gives you standard 1911 paint profits NOW. It also works **for you** long after you made your M. L. sale to your customer.

Imperial Varnish & Color Company, Limited

6 Morse Street, Toronto

524 Beatty Street, Vancouver **106 Princess Street, Winnipeg**

"HOBART" Cycles and Motor-cycles

A standard pattern 2½ h.p. "HOBART" motor-cycle holds the 100 miles British (Brooklands) Light-weight Record.



We are looking for "live" business men in Canada to take up the sale of our cycles and motor-cycles--"wheels" with a twenty-five years' British Reputation for all-round Good Quality and Finish.



More than fifty thousand cycles have been built in our factory and we know--as few other firms can know--the exact requirements of cyclists and motor-cyclists all the world over.

HERE'S PROOF:

"Out of twelve open motor-cycling events held since April 1910, 'Hobart' motor-cycles have won no less than Eleven."

Write now for our catalogue and prices.

Cycles from £3.0.0 net
($15.00 Dollars)
and Big Reductions for Quantities.

We have supplied "wheels" to Royalty--to the British Postal Authorities and the British Army--and to the Spanish Government.

HOBART, BIRD & CO., Limited

Department H. 31. :: :: COVENTRY, England

PAINT AND OIL MARKETS

MONTREAL.

Montreal Jan. 13.— No change has been made in the price of staples, and consequently there are no sensational features to report regarding linseed oil, turpentine or white lead. Severe weather has checked the distribution of painting supplies, and the retail trade is somewhat dull. This naturally reflects upon the jobbers and manufacturers in the city.

Varnishes and Japans.—Quick drying varnishes are greatly in vogue at this time of the year, and shellac keeps up its popularity as a handy wood finish. The prices of shellac have held with remarkable steadiness for some time. Quotations for first chop bone dry shellac experienced a sharp advance a short time ago, but local prices were not advanced and latterly offerings have been more free "with a natural sagging tendency." Manufacturers have therefore kept their prices steady and have not yielded to the swing in the pendulum. Carriage varnishes are moving fairly well and for distribution by the hardware trade there is a healthy call for small tins of hard oil finish, furniture varnishes, Demar varnish and Japan drys.

Liquid Paints.—Manufacturers seem to be very busy preparing for the spring trade, but they report that orders are small, but fairly well assorted at the present time.

Linseed Oil.—There is not very much movement at present, and buyers are acting with extreme caution. "I am waiting," said one retail dealer, "for lower figures"; but he was politely informed that lower prices were not in view at the present time, and that cheaper paints were certainly not in sight.

Turpentine.—Very little is coming forward at the present time, and it is not thought that winter stocks are being depleted at a very rapid rate. The market may be described as quiet and firm.

TORONTO.

Toronto, Jan. 13.—The past week has been one of almost sensational advances. Following closely in the wake of general speculations on the probability of decreases in price, the sharp upward tendency comes more or less as a surprise to those who have not been closely in touch with conditions on the primary markets.

The most marked advance is in turpentine which to-day reached $1.10—the highest point that this commodity has ever reached. Linseed oil, after a short period of easier quotations; has returned to the high price which prevailed up to a couple of weeks ago—$1.10 for raw and $1.13 for boiled. Rosin has advanced within the past ten days from 30 to 35 cents per barrel on all common grades.

The market conditions at present points to a steady continuation of high price and local supplies are not anticipating any relief, for some time at least. Trade is not brisk yet. There has been a slight augmentation of demand but orders for spring shipment are not yet being received in large bulk. Turpentine, oil and white lead are moving slowly and stock orders are coming in for ready mixed paints.

Turpentine.—High water mark was reached to-day when the price was advanced from $1.07 to $1.10. The shortage of supply coming forward in the states of Georgia and Florida has forced the trade to this serious, and somewhat unexpected advance. Factors are claiming that their patrons, the producers of turpentine, have already forwarded pretty much all they have made this season and that they will not be in a position to supply new turpentine for two months. If such statements convey an impression of the real situation, it looks as though high prices are here to stay. It is neither possible nor safe, however, to predict just what will happen in spirits of turpentine during the immediate future.

WATCH MARKET REPORTS.

The advances made this week in paint ingredients evidences the great importance of watching the weekly market reports closely. Merchants who follow the reports in Hardware and Metal will be always well posted on prices and probabilities and will never be caught unprepared when price changes are made. The weekly markets summary is undoubtedly one of the most valuable features of the trade paper.

Linseed Oil.—A sharp advance in linseed oil has been made. The shortage of supply in the hands of Canadian producers and jobbers is becoming more apparent and this, combined with a steady advance in the British market has forced the jobbing trade to advance the price to $1.10 per gallon for single barrels of raw and $1.13 for boiled. A discount of 1 cent is allowed for five-barrel orders. "It is very probable that these prices will be maintained for the next three months," said a local commission agent, in discussing future prospects. "All tendencies noted now are toward firm quotations."

Rosin—"An unprecedented advance," is the way one man characterizes the increase in rosin prices. Certainly all dealers have experienced a measure of surprise. Within the past ten days advances from 30 to 35 cents per barrel have been made on all common grades. New supplies of rosin cannot be expected until several weeks after the new turpentine comes to hand and, in the meantime, all the supplies are in the hands of large dealers in the south, who are well able to hold. Under the circumstances, it can be accepted as certain that high prices will continue, if indeed further advances are not recorded.

White Lead.—The price of white lead remains the same, despite the soaring tendencies of linseed oil and turpentine. Demand at present is quite light or a change might be looked for in view of the increased cost of material.

Putty.—The activity noted in putty recently has not yet slackened off completely but the demand has decreased considerably. Prices quoted to-day for standard putty are: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.00.

Petroleum.—There is an active demand for all petroleum lines. Prices are: Canadian prime white coal oil, 13c; American water white, 17½c; Pratt's Astral, 17c.

Gasoline.—There is a fair demand for gasoline, the price remaining at 17½c for barrel lots.

TRAVELERS' ASSOCIATION.

At the annual meeting recently held of the Northwest Commercial Travelers' Association, it was officially announced that additional agencies would be established with the New Year at this city and Nelson, as well as at Lethbridge and Fort William, in order to more effectually cover the Western territory. The mortuary liability of the Association is now $154,980, while last year's receipts amounted to almost one quarter of a million.

PRICE CATALOGUES.

Brandram-Henderson, Ltd., have issued a very handsome price catalogue, one of the finest of its kind undoubtedly ever put out in Canada. The cover, as befits a paint booklet, is illustrated with pictures of buildings which have been raised to the extreme height of attractiveness by a liberal use of the article. The price lists are very concisely arranged and well illustrated.

HOW TO REMOVE OLD PUTTY.

Remove the window sash and lay it flat on a table with the putty side up. Take a common spring-bottom oiler filled with gasoline and squirt a small quantity of gasoline on the putty all around the sash. Apply a match and the heat of the burning gasoline will soften the old, hard putty so that it can be removed with a putty knife without cutting or defacing the sash. If the putty is very hard, a second application of the gasoline may be necessary.—Penberthy Engineer and Fireman.

Highest Quality Proved by Guarantee on

B-H "English" Paint

70% Pure White Lead 30% Pure White Zinc 100% Pure Paint

There are many paints and many guarantees, but there is one recognized standard in paint making. Therefore, the only guarantee that insures quality to you, is one that shows the formula and tells you, not only that standard pure raw materials were used in its manufacture, but that these standard pure raw materials were used in right proportions.

Every can of B-H. "English" Paint that leaves any one of our factories bears the following guarantee:—

> We guarantee this B-H. "English" White Paint is made from Brandram's B.B. Genuine Government Standard White Lead and Pure Zinc White in the following proportions:—
>
> 70 per cent. Pure White Lead
> 30 " " Pure White Zinc } 100 per cent. Pure
>
> Mixed ready for use with pure Linseed Oil, Turpentine and Dryer.

On every can of B-H. "English" Paint where the shade can be made on a white base, there is a guarantee label showing that the White Base consists of 70% Pure White Lead (Brandram's B.B.) and 30% Pure White Zinc.

B-H. "English" Paint gives you a good profit, for we are able to make our price low, because we corrode and grind White Lead, and manufacture Dry Colors. You command the highest market price because of the quality—and therefore economy—back of the goods.

B-H. "English" Paint will be sold in your town. Write us to-day for 1911 Price List and details of the selling plans. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

C okson's or Hallett's, per lb.... 0 08¼ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto.
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates. 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 Main cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot.....	14 00	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14x48", 14x60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special.....	20 00	....
Carron, soft.....	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles.....base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron "	2 05	2 26
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)... .	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 08½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 75		2 90
All bright, 52 sheets.....	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass.....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers.....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$42 00	40 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base.....	$6 00
I X, 14x20 base.....	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x20 base.....	7 00
I X X X, 14x20 base.....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	5 50	5 75
I X, 14x20 base.....	6 50	6 75
I X X, 14x20 base.....	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....	4 25
I X, 14x20 base	5 00
I X X, 14x20 base.....	5 75

Bright Cokes

Bessemer Steel—	
I C, 14x20 base.....	4 00
20x28, double box.....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets		7 50
I X, Terne Tin.....		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet bxs.	....	7 00
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17, $4.45; No. 18, $3 10; No 19, $2 80 Al prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....	....	2 45
Galvanized, plain twist.....	....	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.....		2 85
Plain.....		2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb.....	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge ground.....	0 05
" flaked.....	0 05½
Green copperas (green vitrol)....	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure.....	0 09
Chrome yellow, pure.....	0 18
Golden ochre, pure	0 11
French ochre, pure.....	0 09
Chrome green, pure.	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

GLUE

French medal.....	....	0 10
German common sheet.....	....	0 10
German prima.....	....	0 15
White pigsfoot.....	0 15	0 20
Brantford medal.....	....	0 10
" golden medal.....	....	0 11
" brown sheet.....	....	0 10
" golden sheet.....	....	0 13
" gelatine.....	....	0 22
" white gelatine.....	....	0 20
" white glue.....	....	0 12
" 100 flake.....	0 10	0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case.....	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs.....	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base.....	2 00
Canada Paint Co.'s pure.....1 75	2 00
Globe house paint (Windsor).....	1 60
"New Era" house paint (Windsor)..	1 70
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, H.C.....	1 65
Brandram-Henderson s "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle.....	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints.....	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel.....	1 75
Island City pure paints.....	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints.....	1 65
Sterling.....	1 60



REASONS WHY
It Pays You To Handle
BOECKH'S "STEEL GRIP" PAINTERS' BRUSHES

Elasticity of Bristles

Only the highest grade of Brsitles are used, thereby ensuring a thoroughly pliable and easy working Brush.

The "Steel Grip"

The pressure of the Compressed Nickelled Ferrules is such as to make it impossible for the Bristles to come out.

The Steel Ferrules

Possess the advantage of strength. They are compressed with tremendous machine force and no nails are used in these Brushes.

The Perfect Handle

The shape of the handle permits of the easy holding of the Brush—the design of which is registered.

You Cannot Get These Advantages in any Other Brush

Made in Oval and Flat

Manufactured by

The Boeckh Bros. Company, Ltd.

TORONTO - - - CANADA

ALABASTINE

Order Direct or From Nearest Jobber

Do It Now

Street Car Ads. Now Running

Our Business is Built on an Alabaster-Rock Foundation

Alabaster rock is the basis of Alabastine. It is not made of perishable, unsanitsry materials like wall paper, oilcloth, and kalsomine. Alabastine is the permanent wall coating. It gives solid satisfaction always. Alabastine is the rock foundation on which we have built up our immense business, It also offers you a safe foundation on which to build a highly successful trade among those who desire an artistic, sanitary, permanent and easily-applied interior decoration.

TO MEET AN INCREASING TRADE WE HAVE DEVELOPED NEW MINES AND HAVE BUILT A NEW FACTORY COSTING $60,000.00.

Catalogues Show Cards Banners Posters Tint Cards Are Given Free With Each Shipment

We Help You Get Business

Large Newspaper Campaign Begins March 1st.

The Alabastine Co., Limited - Paris, Ont.

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel 2 30

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	
U S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 16½
Pure Turpentine, single barrels	1 03	1 05
Wood Turpentine		0 80
Linseed Oil, " raw	1 09	1 13
" " boiled	1 12	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	3 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over, 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors 0 05½
Buckworth, per lb. 0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen 2 25
Defiance, dozen 2 75
Gem dozen 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

		Per cent
Carriage Bolts, common new $1 list		
" "	⅜ and smaller	70
" "	7-16 and up	
" "	Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less		60, 10 & 10
Machine Bolts, 7-16 and up		60
Plough Bolts		55, 5 & 10
Blank Bolts		60
Bolt Ends		60
Sleigh Shoe Bolts, ⅜ and less		60 and 10
Sleigh Shoe Bolts, 7-16 & larger		55 and 05
Coach Screws, new list		7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less
Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an l loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts		3 30
" " "		4 00
" "		5 28
" "		7 26
" "		8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 06

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

DRILLS.

Bit stock drills, 2-32 in., doz. 0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ¼ lb., doz.	4 50
Machinists, ½ lb., doz	3 00
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch per gross	9 00
" " ⅝ " "	10 00
" " ½ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 n. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
½ x 5. per gross 2 25
5-16 x 5 " 3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO
NEVER LEAK ROOFING
The GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old style *tin caps* for Congo, but *galvanized caps* which never rust.

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by a little investigation. As to its wearing properties—we guarantee them. Can any reasonable man ask more? Further information on request.

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont. Fife Hardware Co., Fort William, Ont.

THE SUCCESSFUL DEALER gives the best value to the CONSUMER for HIS MONEY.
He should be able to advise his customers as to the material suited to their requirements under local conditions.
When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customer FAST by increasing his buying power; thus each party profits by it.
OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING

We also make a fine variety of wrapping papers.

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

---



Ordinary Straight Trimmers

Why Sell Clauss Shears?

We can't give you all the reasons in a short talk like this! But here are just a few:

They cut from heel to point — They work easily and smoothly
They do not cramp the hand — They are perfectly nickel-plated
The screw does not come loose

Clauss goods are the most complete line of cutlery in the world. Our catalogue will convince you. Send for it to-day.

CLAUSS SHEAR CO. - - - - - - - 169 Spadina Avenue, Toronto

HEINISCH SHEARS

TAILORS' SHEARS—TRIMMERS—SCISSORS—TINNERS' SNIPS

You will never lose the confidence of a customer through selling Heinisch Shears. On the contrary, you will gain prestige with every pair that goes out of your store. Eighty-five years of experience in shear manufacture are behind Heinisch Shears.

R. HEINISCH'S SONS CO.,
NEWARK, N.J., U.S.A.



Sold by all Jobbers

HARDWARE AND METAL

KNIVES

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 3 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1⅝—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets. 35 ner cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		8 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1232, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 55

SASH CORD.

No. 8, per lb 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand. 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 364, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer 20 per cent.	180 00

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch 20 per cent.	61 75

WHEELBARROWS

Navvy, steel wheel, dozen	31 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Now for 1911



The year has commenced and already the Paint man is knocking at your door.

Are you looking for a paint trade for 1911?

In 1910 we introduced many dealers to the paint that sells, and makes money for all concerned.

They were all successful—were you?

Let us tell you about

RAMSAY'S PAINTS

We don't mean only the high-grade Exterior and Interior house paints that sell so easily, but a complete line of Carriage Paints, Wagon Paints, Barn Paints, Enamels, Stains and everything that goes to make a complete Paint Line. Our travelers are all out working, and will see you soon, or write us for information.. It will interest you.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

TRADE MARK REG'D 1877

"DOMINION"

"THE CROWN OF QUALITY"

A Guarantee of Excellence on:

POLISHED CANADAS	BAR IRON
GALVANIZED CANADAS	HORSESHOE IRON
CHARCOAL TINPLATES	HOOP IRON

A. C. LESLIE & CO., LIMITED

MONTREAL



TALKS ON PAINT SELLING

No. 9

It requires two large dry color plants operating constantly at full capacity to take care of this important department of the Sherwin-Williams business.

Our combined annual output amounts to thousands of tons of all colors. This includes large quantities of Paris Green for insecticide purposes.

It has been our effort in the manufacture of dry colors to reach the standard of excellence for which the Old World manufacturers are so justly famed. Much information of inestimable value has been acquired through our London plant and it is not too much to say that the standard of colors now being turned out in each of our color plants will bear comparison with the best the foreign makers have to offer.

The same grade of colors is used in S-W Paints and Stains as are sold in the dry form. When the question of permanency of color arises, the S-W Agent can confidently assure satisfaction.

THE SHERWIN-WILLIAMS CO.

998

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL

BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Alabastine Co.... 49
American Shearer Co.... 26
Anthony, M. B.... 26
Armstrong Bros. Tool Co.... 27
Atkins & Co., E. C.... 6
Atlas Mfg. Co.... 26
Auer Light Co.... 25
Aylmer Pump and Scale Co.... 76

Barker & Co., D. J.... 22
Barnett, G. & H. Co....outside back cover
Barton Netting Co.... 15
Belleville Pottery Co.... 67
Boeckh Bros.... 49
Bosse & Banks.... 26
Bowser, S. F., & Co., Ltd.... 63
Brand Ed.... 67
Brandram-Henderson, Ltd.... 47
Buffalo Mfg. Co.... 73
Burrow Stewart & Milne Co., Ltd.... 20
Butterworth Foundry Co.... 20

Cameron & Campbell.... 26
Canada Bolt and Nut Co.... 16
Canada Cement Co.... 15
Canada Foundry Co.... 66
Canada Glue Co.... 6
Canada Metal Co.... 26
Canada Paint Co.... 55
Canada Steel Goods Co.... 8
Canada Wire Goods Mfg. Co.... 67
Canadian Copper Co.... 70
Canadian Hart Wheels.... 26
Canadian Sales & Mfg. Co.... 27
Canadian Tungsten Lamp Co, Ltd 28 29
Cane & Sons, Ltd, Wm.... 64
Cartland & Son, Ltd Jas.... 65
Caverhill, Learmont & Co.... 5
Chance Bros.... 63
Chesterman, Jas. Co.... 62
Chicago Spring Butt Co. inside front cover
Clauss Shear Co.... 51
Collins Mfg. Co.... 26
Connor, J. H., & Son.... 75
Consolidated Plate Glass Co.... 25
Copp, W. J., Sons & Co.... 27
Covert Mfg. Co.... 27
Crookes, Jonathan, & Son.... 67

Cummer Dowswell, Ltd.... 74

Davidson, Thos., Mfg. Co.... 8
Dennis Wire & Iron Co.... 76
Directory of Manufacturers.... 26 27
Disston, Henry, & Son.... 11
Dominion Cartridge Co.... 30
Dominion Roofing Co., Ltd.... 45
Dominion Wire Mfg. Co.... 2
Dorken Bros.... outside front cover, 69
Dougall Varnish Co.... 62

Enterprise Mfg. Co.... 72

Fancy Goods Co. of Canada, Ltd.... 60
Ford Auger Bit Co.... 66
Frothingham & Workman, Ltd.... 4

Galt Art Metal Co.... 75
Gendron Mfg Co. Ltd.... 65
Gibb, Alexander.... 24
Gilbertson, W., & Co.... 25
Goodell-Pratt Co.... 72
Goodhue & Co., Ltd., J. L.... 66
Gravel, Ludger.... 55
Greening, B., Wire Co.... 11
Grove Chemical Co.... 67
Guelph Spring and Axle Co.... 68
Gutta Percha & Rubber Mfg. Co.... outside back cover

Harris, J. W., Co.... 21
Heinisch, R., Sons Co.... 51
Hobart Bird & Co., Ltd.... 30
Hobbs Mfg. Co.... 64
Horton Mfg. Co.... 15
Howland, H. S., Sons & Co.... 7
Hutton, Jas., & Co.... 68

Imperial Varnish and Color Co.... 45
International Varnish Co.... 63

James & Reid.... 26
Jardine, A. B., & Co.... 25

Kains, J. M., & Co.... 26
Kemp Mfg. Co.... 14
Kendrick & Co., Ed.... 68
Kerr Engine Co.....inside back cover
Kyle, P.... 26

Laidlaw Bale Tie Co.... 24
Leslie, A. C., & Co.... 53
Lewis Bros., Ltd.... 3
London Foundry Co.... 73
London Bolt and Hinge Works.... 24
London Rolling Mill Co.... 70
Lufkin Rule Co.....inside back cover
Lundy Shovel and Tool Co.... 75
Lysaght, John.....outside front cover

McArthur, Alex., & Co.... 51
McClary Mfg. Co.... 19
McDougall, R., Co.... 66
McGlashan-Clarke Co., Ltd.... 24
McKinnon Chain Co.... 69
MacLaren & Co.... 66
McMaster, R.... 68

Martin-Senour Co.... 61
Maxwell, D., & Sons.... 24
Meriden Britannia Co.... 17 18
Metal Shingle and Siding Co.... 12 70
Metallic Roofing Co.... 2
Millers Falls Co.... 55
Montreal Rolling Mills Co.... 57
Moore, Benjamin, & Co.... 59
Morrill, Chas.... 67
Morris & Bailey Steel Co.... 24
Morrison, James, Brass Mfg. Co.... 23

Nagle & Co., H.... 70
National Hardware Co.... 21
New Brunswick Pulp and Paper Co.... 67
Newman, W., & Sons.... 26
Newmark, Louis.... 65
Nicholson File Co.... 12
North Bros. Mfg. Co.... 1
Nova Scotia Steel and Coal Co.... 68

Oakey, John, & Sons.... 25
Oneida Community.... 10
Otterville Mfg. Co.... 66
Owen Sound Wire Fence Co.... 1

Parmenter Bullock Co., The.... 26
Paterson Mfg. Co.... 51
Pearson, Geo. D. & Co.... 27
Pease Foundry Co.... 57
Peterborough Lock Co....inside back cover
Pilkington Bros.... 73
Pink, Thos.... 71
Plymouth Cordage Co.... 78
Pratt & Lambert Inc.... 61

Queen City Oil Co.... 21 70

Ramsay, A., & Son Co.... 53
Robertson Mfg. Co., Ltd., P. L.... 67
Ross Rifle Co.... 76

Samuel, M. & L., Benjamin, & Co.... 16
Seymour, Henry T., Shear Co.... 27
Sharratt & Newth.... 27
Shaw, A., & Son.... 27
Sherwin-Williams Co.... 53
Shurly Dietrich Co. Ltd.... 69
Simonds Canada Saw Co.... 13
Sonne, Thos., sr.... 24
Standard Paint and Varnish Co.... 55
Stanley Rule and Level Co.... 68
Star Expansion Bolt Co.... 23
Steel Co of Canada, Ltd.... 76
Stephens G. F.... 57
Stewart Mfg. Co., Jas., Ltd.... 22
Still, J. H., Mfg. Co.... 1

Tarbox Bros.... 27
Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H...outside back cover
Tobin Arms Mfg. Co., Ltd.... 23
Toronto Plate Glass Importing Co.... 27

Want Ads.... 58
Warminton, J. N.... 27
Western Distributors, Ltd.... 26
Western Wire and Nail Co.... 27
White Mop Wringer Co.... 25
Whitman & Barnes Mfg. Co.... 71
Whittock & Marlatt.... 26
Winnipeg Paint and Glass Co., Ltd.... 65
Wright, E. T., & Co.... 9

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Axes
Campbell Bros., St. John, N.B.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co, Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N Y
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., Toronto

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal
Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chain.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton.
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

WHITE LEAD

THE CANADA PAINT COMPANY, LIMITED.

We Make No Secret

of the composition of

New Era Paint

Here it is—Pure White Lead, Oxide of Zinc, Pure Linseed Oil, Turpentine and Turpentine Japan Dryers. Everything needed for a best quality paint and everything of the best quality. "NEW ERA" covers more surface, lasts longer, holds its color better, stands changes of weather and gives a more brilliant finish than any other prepared paint.

WRITE FOR PRICES

Standard Paint & Varnish Works Co.

WINDSOR, ONT. LIMITED

STAR HACK SAW BLAEDS

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Hammocks
Hohlfeld Mfg. Co., Philadelphia

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
E. B. Salyerds, Preston.
Still, J. H. Mfg. Co., Thomas
St. Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern and Lamp Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville

Lights, Gas
Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, E. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Handles
Theo. J. Ely Mfg. Co., Girard, Pa.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Christy Safety Razor Co., Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton. On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
ancy Goods Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
Kemp Mfg. Co., Toronto
McClary's, London, Ont.
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterwotrth Fdy. Co., Ottawa
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Gurney-Foundry Co, Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal
U.S, Steel Products Export Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Onward Mfg. Co., Berlin
Universal Vacuum Cleaner Ltd., Montreal

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
McDougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

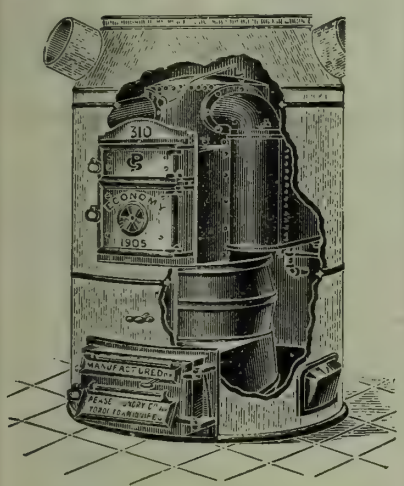
Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Do You Keep or Do You Sell PAINT?



Stephens

PURE READY MIXED PAINTS

Are never kept in stock Our advertising features, combined with our Paint reputation, keep the goods moving all the time. Ask for our Paint proposition. We gladly forward literature on request.

G.F. Stephens & Co. Limited
Paint and Varnish Makers
WINNIPEG and CALGARY

WROUGHT PIPE



Quality dominates M.R M. Pipe. Every length is given a test of 500 lbs. hydraulic pressure to the square inch before it leaves our mill. This is a test the pipe will not meet with in actual use.

All Bundles Tagged M.R.M. CO. **with our Trade Mark**

The Montreal Rolling Mills Co.
MONTREAL

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

ANYONE having a good hardware business for sale write, giving particulars, to 903 King East, Hamilton, Ont. (4)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

PLUMBING and Tinsmithing business for sale in one of the best country towns in Western Ontario with a population of 7,000. Stock and equipment about $2,500. Will reduce to suit purchaser. Annual turnover $20,000. A bargain. Box 1067, HARDWARE AND METAL, Toronto. (4)

WANTED—Set of tinner's tools and small hardware stock. Exchange house and lot in good Manitoba village. Box 1066, HARDWARE AND METAL, Toronto. (2)

WANTED—A man with a $5,000 to $10,000 hardware stock and $10,000 cash to take up a first-class hardware proposition in the West. Address Box 549, Edmonton. (55)

COMMISSION LINES WANTED

WANTED by responsible, energetic firm about to open an agency in Calgary, lines on commission, or will buy outright if necessary. Address Room 37, Herald Block, Calgary, Alberta. (55)

SITUATIONS VACANT

TRAVELLING SALESMAN WANTED to cover a part of Ontario for a leading stove and furnace house. Only a high class man, thoroughly familiar with these lines and having experience will be considered. Advertisers not located in Toronto, Hamilton or London. Address Box 1061, HARDWARE AND METAL, Toronto. (2)

WANTED—A practical salesman, capable of taking charge of sales department. Must be posted in lantern and burner trade. Full particulars to Box 1062, HARDWARE AND METAL, Toronto. (2)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DURING 1910 the MONARCH displaced hundreds of Typewriters of all makes. In 1911 we anticipate a still greater demand. We have cut down the allowance on these second-hand machines and consequently can sell them cheaper to you. They are carefully rebuilt and are guaranteed to give satisfaction or your money back. If you want a good, strong, clean working Typewriter at a mere fraction of the original cost, write us for catalogue. THE MONARCH TYPEWRITER CO., Ltd., 46 Adelaide Street West, Toronto, Ont.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

SITUATIONS WANTED

HARDWAREMAN, 4 years' experience, general, seeks position in or near Toronto. Good references. Disengaged. LLOYD, 7 Alice Street, Toronto. (2)

WANTED—Position as book-keeper or office assistant by young lady who has had six years' practical experience in general office work in a hardware store. Best of references. Box 1063, HARDWARE AND METAL, Toronto. (2)

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

Moore's Muresco

The steadily increasing demand for this favorite Wall Finish during the 18 years it has been on the Canadian market affords ample evidence of its reliability and quality.

During 1910, in Canada alone, the sales of "MURESCO" increased no less than 35%, but we are not content to stand still! Hundreds of dealers are now stocking and recommending "MURESCO," because of the subdued, velvety appearance it produces, but hundreds more are not yet handling it! Are YOU one of these dealers?

MURESCO is a quality preparation right through. It will not peel, crack or rub off, is very economical in use, artistic in appearance, durable and sanitary.

A real good profit-producer for the Retailer! Made in White, 16 Tints and 16 Colors.

Write for Color Card and Prices.



Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK CLEVELAND CHICAGO



Other Leading Moore Products are

"IMPERVO" VARNISHES
MOORAMEL
TILE-LIKE
FLOOR PAINT
SANI-FLAT
MOORE'S HOUSE COLORS

You Need These Lines For Spring

HAMMOCKS
SWIMMING WINGS
RUBBER BALLS
FLAGS
CORONATION GOODS
AIR RIFLES
SUMMER TOYS

Reach & Victor

BASEBALL GOODS

AND

FIELD SPORTS

IS THE BEST "LAY OUT" FOR 1911

BEST GOODS BEST SELLERS
BEST RESULTS

SEASIDE GOODS
BASEBALL
TENNIS
FOOTBALL
CROQUET
LAWN BOWLS
WAGONS

Complete Stock of "Specials" in BRUSHES, COMBS, PURSES, BAGS and all Druggists' and Tobacconists' Sundries.

You Need These Lines For Fall

NEW *Daintinesse*
TRADE F G C MARK REGISTERED

DISPLAY STANDS

New Daintinesse Tooth Brush Display
New Daintinesse Manicure Display
New Daintinesse Comb Display
New Daintinesse Shaving Brush Display

F.G.C. QUICKSHARP TRADE MARK REGISTERED

Save---space, time and help

Enlarge---sales, satisfaction and profit

RAZOR STROP ASSORTMENT with Brushed Brass STAND

The New "Nippon" Hand-painted Gift China for 1911

Every piece New, Dainty and Original. Fine Egyptian and Oriental Decorations. New and different conventional and popular effects.

New 1911 Leather Goods

FITTED TOILET CASES in Combinations not shown before. Examples—Fine Leatherette Satin Lined Shaped Case for Brush and Comb, fitted with 11 Row Loonen Genuine Ebony Brush. Good Dressing Comb, all Sterling Mounted, equal to $1.80 value of past; 1911, $1.40.

Several distinctly New Coverings and Cases at an equal saving.

FITTINGS—Filigree Silver, Parisian Ivory and Genuine Ebony.

Travelling Cases, Sewing Companions, Scissors and Manicure Sets, and Ladies' Hand Bags, the finest of the productions of Europe and America.

A post card request will bring details and a call from our traveller.

THE FANCY GOODS COMPANY OF CANADA, LIMITED

156 FRONT STREET W. - TORONTO

The Big "P" Stands for Paint, the Little "p" Stands for Profit.

and the comparative size of the two letters illustrates the relative value of *paint* and *profit* to your business, Mr. Dealer.

The paint you sell is of vastly more importance to your success than the profit you make on it. Profit at the loss of trade soon kills any business — there must be big value and satisfaction in every sale.

It is quality your customer wants — and you will never be able to make a profit on paint, after the first sale, if the quality of that paint will not bring the buyer back. Single sales never built up a worth-while paint business — it is the repeats that put profit in your pocket.

MARTIN-SENOUR PAINT — the entire line of paints for every purpose — are the paints that bring the buyers back, and their friends and neighbors. Good profits, too. So what is the use of wasting time with inferior paints.

Write today for the agency, and begin to get the profit from the paint that repeats.



THE MARTIN-SENOUR CO., Limited

Montreal — Pioneers Pure Paint — Chicago

The Winnipeg Paint & Glass Co., Ltd. WINNIPEG

The Maritime Paint & Varnish Co. Ltd. HALIFAX, N. S.

Buy Quality First

YOU Dealers like to be linked to big things—like to make big varnish sales to big customers. And it gives you confidence to sell the products of a big varnish house. But mere bigness does not necessarily satisfy customers and bring repeat sales.

It's quality first, plus consistent co-operation such as is furnished by Pratt & Lambert, that brings you repeat orders, quick turnovers and handsome profits.

Incidentally the world's largest varnish industry consists of the four large Pratt & Lambert factories (not warehouses) on this continent and the three factories of their associates in Europe.

Here Quality and bigness go hand in hand and if you sell Pratt & Lambert Varnishes people will be seeking your place of business, because Pratt & Lambert help you sell their varnishes. Better write to-day.

PRATT & LAMBERT-Inc.

VARNISH MAKERS 62 YEARS

24 COURTWRIGHT ST., BRIDGEBURG, ONT.

FACTORIES

New York Buffalo Chicago London Paris Hamburg Bridgeburg, Canada

Benjamin Busy

"KONKRETO"

Makes Concrete Dustless

The one objection to Concrete is its dustiness. But even this solitary objection is overcome by "Konkreto"---a special Dougall Composition for varnishing concrete floors, walls and ceilings. It eliminates the dust, prevents mould and makes concrete as easy to clean as any glazed tiling. Wherever there are concrete walls, floors, or ceilings, there are opportunities for a live Hardware dealer to add considerably to his profits by pushing "Konkreto"

Write for our free Booklet "Konkreto," it will give you some valuable selling points in connection with this Dougall specialty.

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, President

625 St. Paul Street, - - - - MONTREAL

Associated with MURPHY VARNISH COMPANY, U.S.A.

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES

Linen and Steel

TRADE J C MARKS

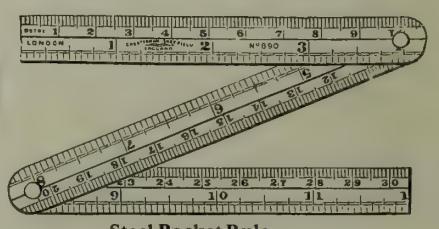
CONSTANTIA J C

TRE BLE



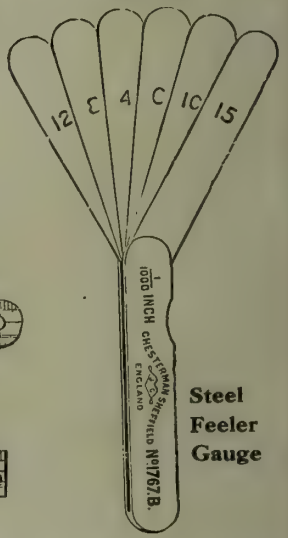
For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, anada

When writing advertisers kindly mention having seen the advertisement in this paper.



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.

66-68 Fraser Ave., Toronto, Ont.

CHANCE'S

Double Rolled Cathedral Glass

is brighter and more translucent than the ordinary rolled Cathedral. It cuts true and easily, and works up handsomely into Leaded Windows. Made in a very large variety of tints.

Chance's Figured Rolled Glass

is famous for its deep, brilliant patterns, easy cutting qualities and attractive tints.

FLEMISH GLASS, made only in the glass works of Chance Bros. & Co., near Birmingham. England, is a new and most attractive ornamental Window Glass, unsurpassed for character and brilliancy.

Write for samples of Chance's Muffled, Figured, Rolled, Flemish and Double Rolled Cathedral Glass.

AGENTS FOR CANADA

B. & S. H. Thompson & Co.
LIMITED

381 St Paul Street - MONTREAL

Satinette

(White Enamel)

should be on every dealer's shelves if for no other reason than that it is one of the famous International Varnish Products.

But—it has plenty of intrinsically superior qualities to recommend it besides that.

Satinette is suited for decorative work of every description—Gloss interior and Flat Interior for interior work and Gloss Exterior for exterior work.

Satinette is known all over the world as the white Enamel that stays white—it cannot become yellow.

Architects, painters and decorators always think of Satinette now when they think of enamel.

Satinette is the most perfect and durable white enamel ever made.

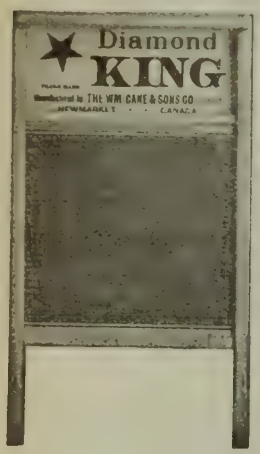
It has great covering capacity and **CANNOT TURN YELLOW.**

Like all International Products, Satinette is sold only in full Imperial Measure Cans.

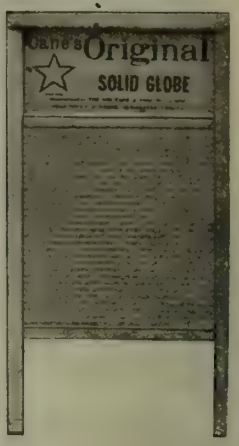
INTERNATIONAL VARNISH CO. LIMITED

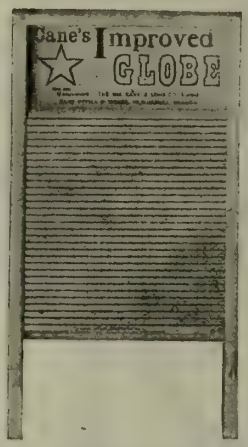
TORONTO WINNIPEG

A



Cane's Washboards
LOOK BETTER, LAST LONGER





At anywhere near the same price, there are no washboards so attractive in appearance and that give such good service as Cane's. Early in our business career we formed the habit of putting the soundest materials and the most superior workmanship into our goods

And the habit remains!

The boards shown on this page are three of our leading lines. Our catalog shows the full range—a board to meet every demand, and the best value at all prices.

Your jobber sells Cane's washboards—or should.

Ask him to show you!

THE WM. CANE & SONS CO., Limited
NEWMARKET, ONTARIO

Thorne Hold-Fast Metal Bars
FOR MODERN STORE FRONTS



Cut shows

WILLIAMS BUILDING
REGINA

Glazed with Thorne Metal Bars.

This bar is undoubtedly the most up-to-date bar made.

Samples and special Catalogue mailed on REQUEST.

Write nearest office.

Sole Canadian Agents:

THE HOBBS MANUFACTURING COMPANY, Limited
LONDON TORONTO MONTREAL WINNIPEG

We Extend to You a Helping Hand

MR. DEALER, TO STOCK THE BEST IN EVERY LINE. HAVE YOU HEARD OF ***WAX-EZE?*** IT IS UNEQUALLED FOR REFINISHING ALL KINDS OF FLOORS, WOODWORK AND FURNITURE. IT IS THE EASY WAY TO APPLY WAX TO ANY SURFACE.

THE WINNIPEG PAINT & GLASS COMPANY, Limited

WINNIPEG — **Calgary Paint and Glass Co., Limited** — **EDMONTON**



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.
PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

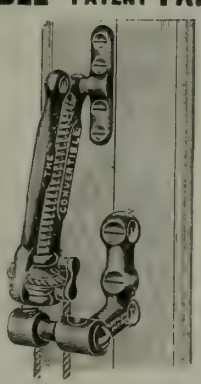
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON

¾ screw 4/-
½ " 6/6

1795 BRASS

⅜ screw 5/6
½ " 8/6

1797 GUN METAL

⅜ screw 6/6
½ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

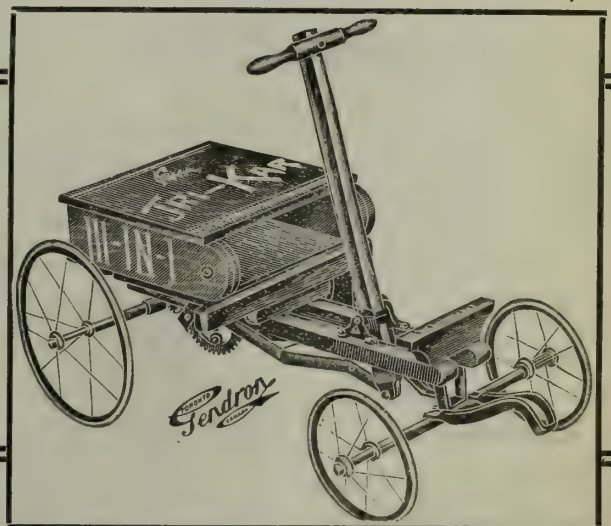
Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

A SURE WINNER

Here's a real '3 in 1' car that sells at sight, the

"TRI-KAR"



To the ever popular handcar it adds the leading features of the Express Wagon and the Coaster, and at the popular price at which it sells cannot fail to be in big demand. The body is finished in natural wood, the trimmings and seat board are dark red, nicely striped and decorated in black, yellow and dark green. Handle and frame are of hard maple.

Don't fail to order a stock of these rapid sellers.

Write to-day for Details

The GENDRON MANUFACTURING CO., Ltd.
TORONTO, CANADA

Absolute Safety

is a leading feature of our Gasoline Lighting System, the light being instantly put out or lit by a pull of the chain. Gives a splendid, steady, white, brilliant light.

Is cheaper than coal oil and better than electricity or city gas. Investigate this proposition. More light means more business.

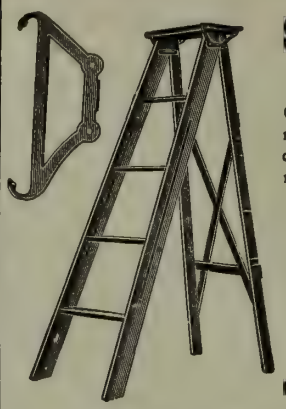
You save money by buying your mantles and glassware from us.

Write now for circular and special price to merchants direct

MacLaren & Co., Merrickville, Ont.

GOOD AGENTS WANTED





STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

Saw Mills, Grist Mills, Factories

and every other industry in your locality where belting is used are your customers for GOODHUE'S

LEATHER BELTING

If you are not carrying an assortment of GOODHUE'S LEATHER BELTING in stock sizes you are losing good trade. Write us for price list.

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

Pumps that Carry Good Will

Dealers that sell McDougall "Armacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold---gives the dealer no trouble.

They are metal---hand fitted valves---air tight---strong---lasting.

The big catalogue tells you exactly what the line is---get it for the asking.



Write

R. McDougall Co., LIMITED

GALT, CANADA



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

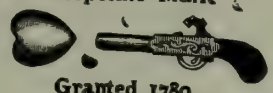
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

STAMPED ON THE



GENUINE ARTICLE

Jonathan Crookes & Son

Sheffield, England

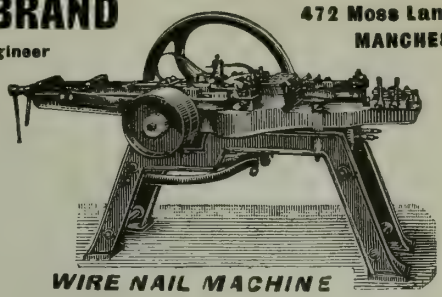
PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

Fo Sale by Leading Wholesale Houses

Ed. BRAND

Engineer

472 Moss Lane East
MANCHESTER, ENG.



WIRE NAIL MACHINE

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving, Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

ANYONE CAN USE

THE "SPECIAL" SAW SET



MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

FULLY WARRANTED

THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS

SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

HARDWARE IS "STRONG" WARE
and so is

New Brunswick "KRAFT"

WRAPPING PAPER

ASK YOUR WHOLESALER

The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
124 Richmond W. M. 1893	Mills Millerton N.B.	404 St. Nicholas Bldg. M. 1746

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — **Appley Bridge, Wigan, Lancs., England**

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED SHEET METAL

We have recently installed a perforating plant and are in a position to supply any sizes of perforation in any kind of sheet metal.

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



The kind that will give satisfaction

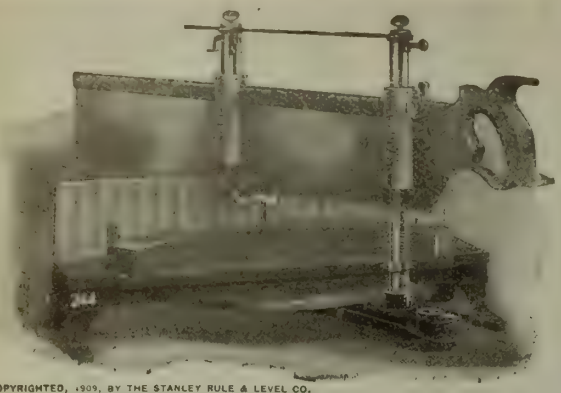
FROM BEST FIRE CLAY

CROCKS,
CHURNS,
FLOWER POTS,
FIREBRICK, Etc.

WRITE US FOR PRICES

Belleville Pottery Company

BELLEVILLE, ONT. — C. A. Hart, Prop.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Write for Catalogue

Stanley Tools

STANLEY MITRE BOXES have the widest range of adjustment of any Mitre Box made. For strength, accuracy and durability they are unsurpassed.

	Saw	Capacity Right Angle	Capacity Mitre (45°)	Capacity at 30° without Stock Guide	Each
240	20x4 in.	8½ in.	5½ in.	3½ in.	$10.50
242	22x4 in.	8½ in.	5½ in.	3½ in.	10.75
244	24x4 in.	8½ in.	5½ in.	3½ in.	11.00
246	26x4 in.	8½ in.	5½ in.	3½ in.	11 25
346	26x4 in.	9½ in.	6½ in.	4⅛ in.	12.25
358	28x5 in.	9½ in.	6½ in.	4⅛ in.	13.00
460	30x6 in.	11 in.	7½ in.	5⅛ in.	16.00

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

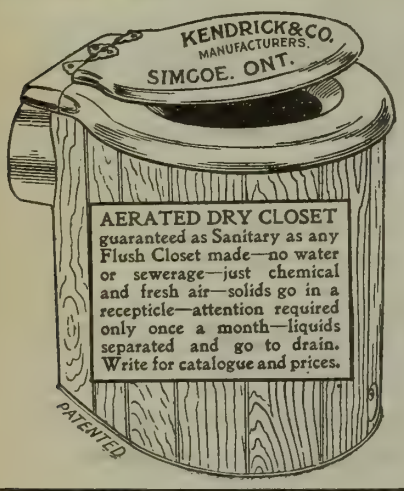
EVERY TOOL GUARANTEED



A Boon to the Housewife

Any device that will save the housewife's toil is in big demand, and you'll find the **"MAPLE LEAF" CLOTHES DRIER** the best seller you've ever handled for this reason. Clothes are dried independent of weather, easily adjusted, quickly filled and emptied. Packs away in small compass. Hangs in hottest part of the room next to ceiling. This drier is the very last word in up-to-date home "labour-savers" and positively sells at sight. Send for prices and terms and send to-day.

RONALD MacMASTER, Vancouver, B.C.



NOVASCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Is Your Time Precious?

Would it be worth $1.50 to you to be able to figure the cost price of your estimates and invoices in one-third the usual time, and to know that all the work was correct?

Baughman's Buyer and Seller Cost Tables

is a cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½c per 100 to $10.00 per 100. It figures cost right, and to the fraction of a cent. The range of tables compressed into this volume can hardly be described. The tables comprise nearly every price used in buying and selling, running from 25c. per 1,000 to $100.00 per 1,000. **Price, $1.50.** All orders payable in advance.

TECHNICAL BOOK DEPT. **MacLEAN PUBLISHING CO.**
143-149 University Avenue, Toronto

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

ELECTRIC-WELDED DOG LEADS

Three Sizes

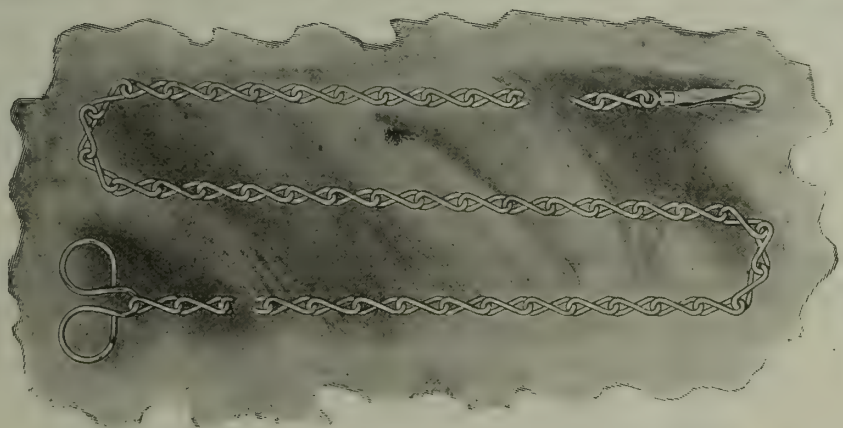
Light, No. 3

Medium, No. 2

Heavy, No. 1

Any Length

from 4 foot Lead to 9 foot Kennel Chain.



Three Finishes

Polished
Brass-plated
Nickel-plated

Any Style

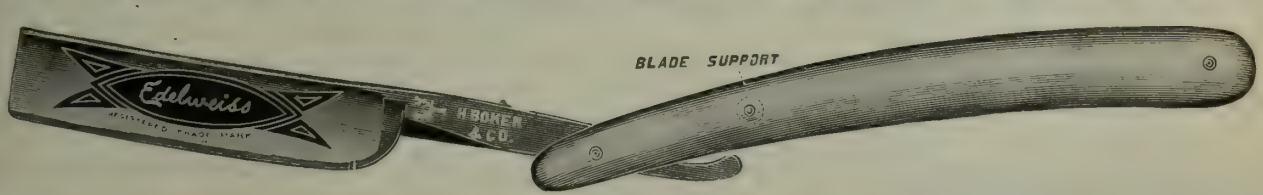
Hand Loop and Snap for Leads.
Two Snaps for Kennel Chains.

McKINNON CHAIN COMPANY

Office: BUFFALO, N.Y. ***Factory: ST. CATHARINES, ONT.***

You Can't Sell—Neither Can Your Customers Buy—Better Cutlery Than

H. BOKER & CO.'S "TREE" BRAND



Every piece of cutlery that bears this Brand is warranted and forged from the highest quality English Steel. The hardening, tempering and whetting and honing is by our own process. That's why we guarantee the quality, and we know that guarantee will never be called into action. The merchant displaying a well chosen assortment of "TREE" BRAND is reasonably sure of all year cutlery sales.

ASK YOUR JOBBER TO SHOW YOU BOKER'S "TREE" BRAND ASSORTMENT.

THE SECRET OF GOOD IRON IS IN THE HEATING.

SELL

London Bars

They will be found to meet every requirement of your Trade, because they are uniform in quality and reliable.

They are genuine trade builders for every hardware-man.

Sales Agents:

Baines & Peckover
Toronto, Ont.
Bissett & Loucks
Winnipeg, Man.

LONDON ROLLING MILL CO., LTD.
LONDON, CAN.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOTICE

VOL-PEEK
Granite Cement

Is now put up in 15c. packets, these are again put up in Show Stands printed in two colours, with advertising matter, and cut of man mending a pan.

This stand makes a very catchy and showy display

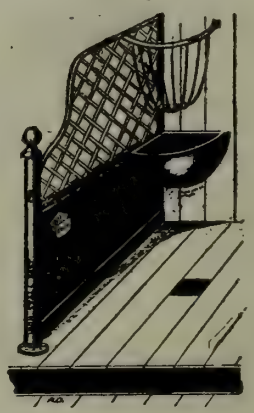
These stands contain 30 15c. boxes.

Cement will sell very fast in this new size.

Each stand costs you $2.50 prepaid with advertising matter, retails for $4.50; this gives you 80% profit on each sale. Send in your order for one or more stands and we will date your invoice at 30 days.

H. Nagle & Co.
MONTREAL, QUE.

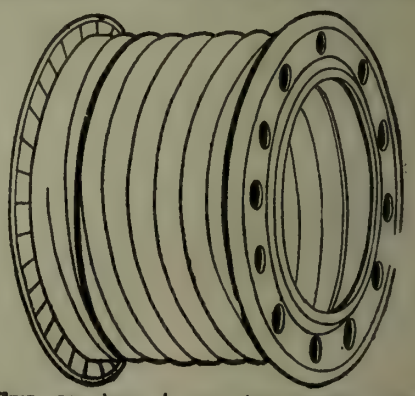
IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

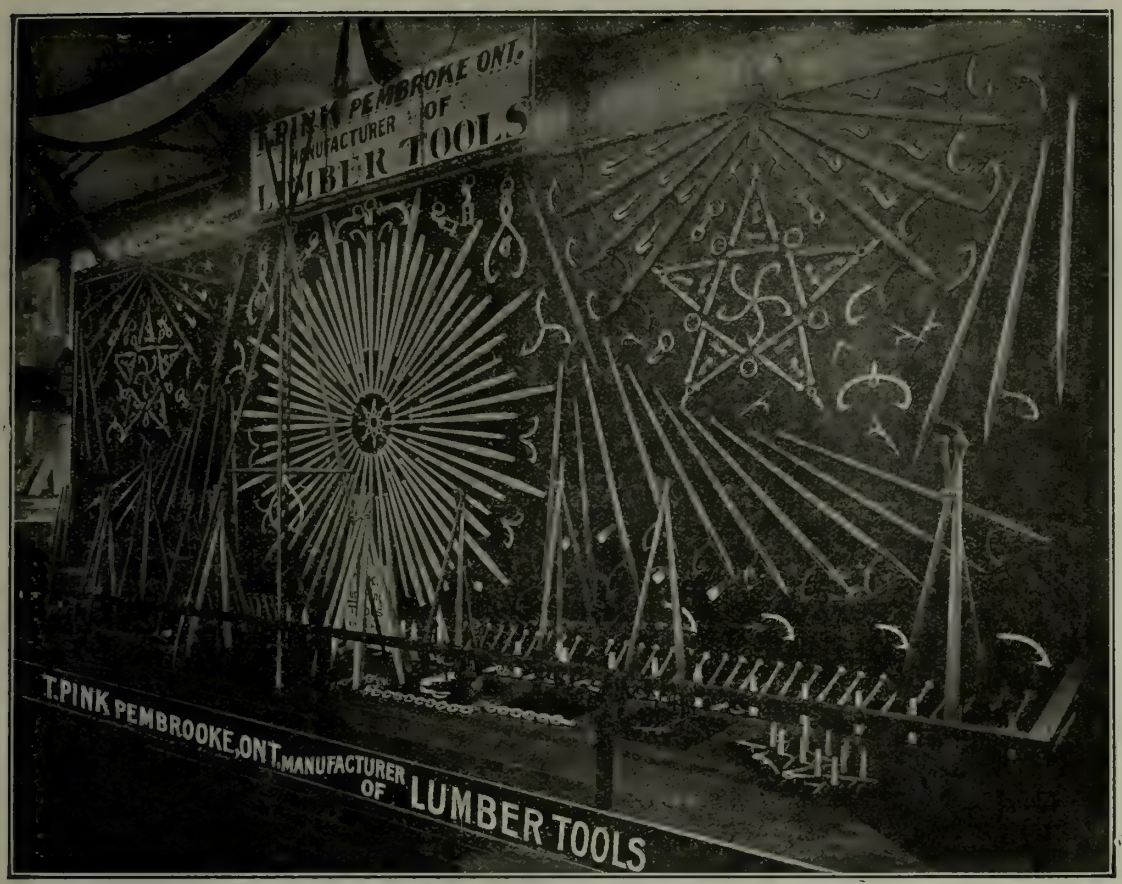
METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

The
Condensed Ads.
on page 39
will interest you



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Trade W B Mark

Stands for Quality and Accuracy



This Trade W&B Mark

Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

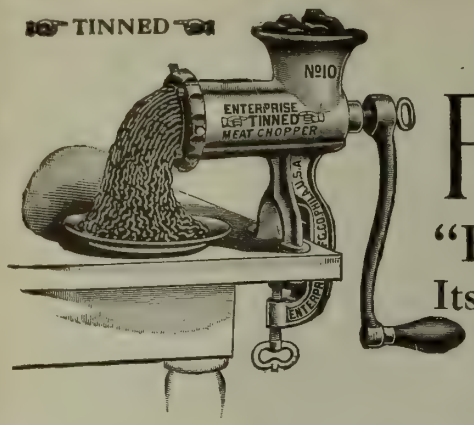
"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture, and is subjected to the most rigid tests and inspections.

We carry the largest and most complete stock of Twist Drills and Reamers in Canada, and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO



"ENTERPRISE"

FOR making sausage there is *nothing* equal to the "Enterprise" Meat and Food Chopper.

Its four blade steel knife revolving against a sharpened perforated steel plate cuts exactly like a pair of shears. It *cuts* (don't tear) more meat in less time and is much better than any chopper made.

You know the quality—so do the majority of your customers.
Made in 45 sizes and styles for hand, steam and electric power.

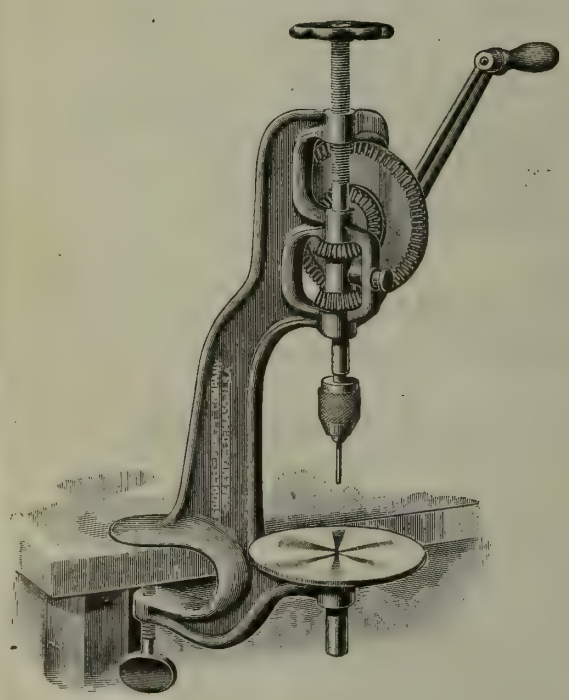
"Enterprise"
Sausage Stuffers and Lard Presses

The patented corrugated spout prevents air entering casing—assuring preservation of the sausage.
Now is the time to feature these goods.



The Enterprise Mfg. Co. of Pa.
PATENTED HARDWARE SPECIALTIES
Philadelphia, Pa., U. S. A.

21 Murray Street, New York
544 Van Ness Avenue, San Francisco



YOU ARE MISSING

OPPORTUNITIES FOR BUSINESS.

No dealer's stock is complete without samples of two or three styles of our Hand Power Bench Drills.

You would be surprised at the sale of these little machines. One is needed by every gunsmith or bicycle repairer, and the great growth of the automobile business is opening an almost limitless field.

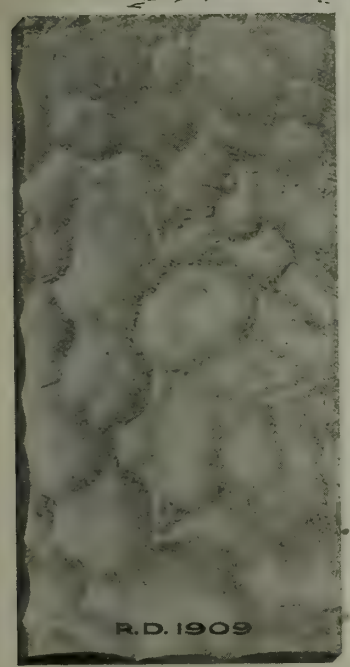
We have 23 styles. Get a sample or two, and with a catalogue handy you are prepared for a profitable business with little outlay

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

PILKINGTON'S ARCTIC GLASS





A REMARKABLY successful new pattern of figured, rolled Glass. Looks like a sheet of Crystal Ice. Obscures the vision without reducing the light. Is easily cleaned. Inexpensive yet brilliant for Office and Showroom Screens, Partitions and other Fittings. Made WHITE and TINTED in large sheets.

Send for samples, prices and book of other attractive patterns.

PILKINGTON Bros. Ltd.
MONTREAL, TORONTO, WINNIPEG and VANCOUVER, B.C.
Works:—ST. HELENS, ENGLAND.

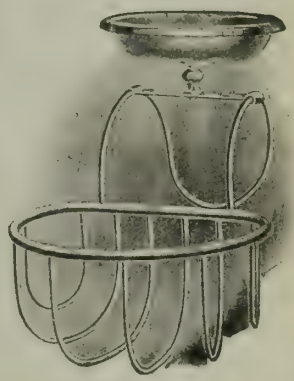
The Buffalo Mfg. Co.,



Buffalo, N.Y.

Are You Carrying Our Attractive Lines

of
Water Filters and Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Tea and Bar Urns
Candlesticks
Cuspidors
Match Safes
Coal Vases and Hods
Crumb Trays, Etc.
and



BATHROOM FIXTURES?

All are High-Grade and Splendid Sellers

H. F. McINTOSH & CO. (Agents)
28 Toronto Street, - TORONTO, ONT.
Write for Catalogue

Green Bone Cutters

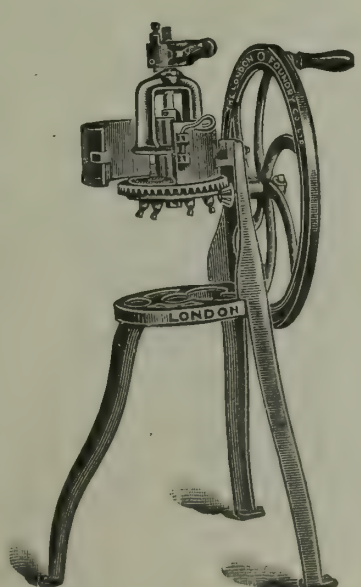
Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

Small Hand
to
Large Power Machine

These are Fall and Winter Goods

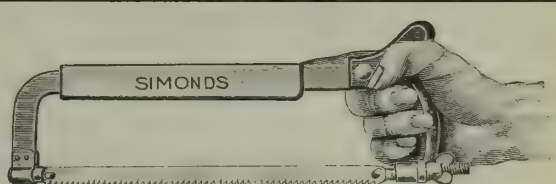
A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA



Simonds Straight Cut Hack Saw Frame

This frame is so entirely different from and so superior to all other Hack Saw Frames that if you sell it you will have something exclusive. It is a great favorite with Machinists wherever introduced. Dealers handling Simonds Hack Saw Blades have the privilege of ordering the Straight Cut Frame for stock. Simonds Hack Saw Blades can be obtained on very short notice from any of our offices. We want to quote you on the quantity you sell in a year.

Simonds Canada Saw Co.
LIMITED
Montreal, Que. St. John, N.B. Vancouver, B.C.

Look for this Trade Mark!

TRADE MARK

Registered

It is the mark of Quality, branded on every genuine

LUNDY SHOVEL

and will be your guarantee of complete satisfaction. Every "Lundy" Shovel is a welded shovel, noted for its smoothness of handle and finish of blade.

We make nothing but welded shovels, because we are convinced of their superiority. We carry large stocks of our four brands and can promise the promptest shipment.

LION
UNICORN
NUGGET
DEMON
} Shovels

Lundy Shovel & Tool Co.,
LIMITED
Peterborough - - Ontario

Cummer-Dowswell Wash Day Labor Savers all have that Exclusive "Something Different"

that interests buyers and makes the line READY and STEADY SELLERS.

For Instance :—

TUBS with NO INSIDE OBSTRUCTIONS, but of large capacity, and an opening full size, providing ample space for wringing operations. Then the inside is CORRUGATED IN CENTRE ONLY, leaving full thickness of stave at top and also where bottom is fitted in, A VERY IMPORTANT FEATURE, as it prevents leakage, as in the case where bottom and corrugation meet, and greatly strengthens both chime and top.



Ideal Low Pressure Power

The LEG HOLDER is Bessemer Steel, grips under chime and is **bolted through** both tub and leg (not leg only), making the tub and leg strong and rigid as a bar of iron.

Then it's the most complete, best, and most widely advertised line of Washing Machines, Clothes Wringers (both hand and power), Churns, Egg Crates and Rotary Lawn Clothes Dryers on the market.

All machines of QUALITY and reasonably priced.

MADE BY

CUMMER-DOWSWELL, Limited, Hamilton, Ont., and sold everywhere

W. L. Haldimand & Son, Montreal, Eastern Agents.

Harry F. Moulden, Winnipeg, Western Agent.



When you think of Metal Ceiling, think of "Galt."

Dealer, House-owner and Architect all favor "Galt" Art Metal Ceiling

Ernest R. Beckwith, C.E., architect on this job, says of the goods supplied:—

"Besides being one of the prettiest ceilings I have ever seen, it was exceedingly easy to erect. In fact, most of the work was done by unskilled labor owing to the regular tinsmiths being busy.

The special material made for the stage-front was accurate in detail and satisfactory in every way."

If you want to please your customer and his architect; if you want to build up a business in Metal Ceiling and if you want to make the most money from your metal ceiling work, send your orders and enquiries to

The Galt Art Metal Co., Limited, Galt, Ont.

"IMPERIAL" ANTI-FREEZING WINDMILL FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

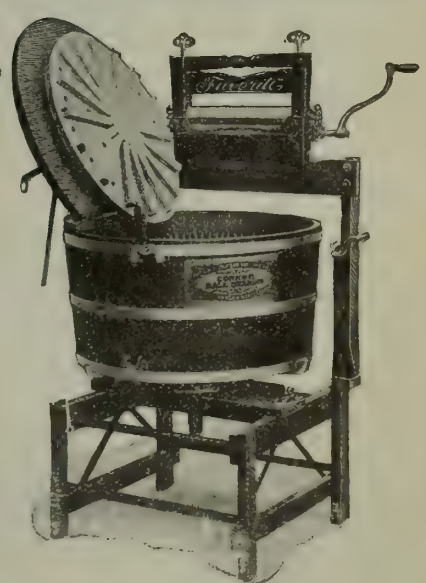
AYLMER, - - - - ONTARIO

Western Representatives

ONRIO WIND ENGINE ND PUMP O., Ltd., WINNIPEG and LGRY

THE CONNOR BALL-BEARING WASHER

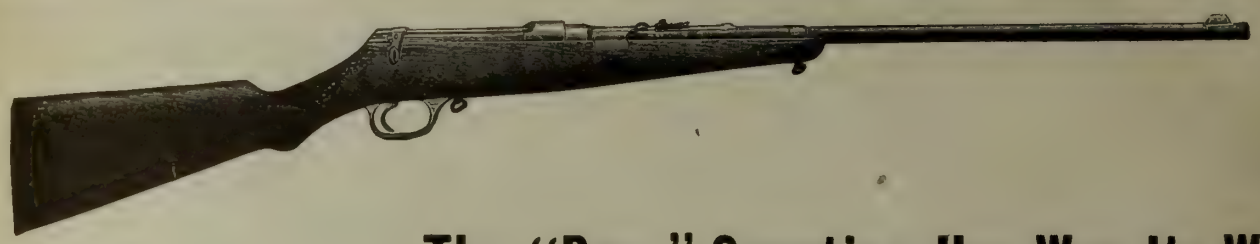
With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



The "Ross" Sporting Has Won Its Way



Where there was one "Ross" Rifle two years ago there are three to-day.

That means that the "Ross" Sporting Rifle is giving complete satisfaction all along the line.

With the sporting season now on, there is the usual demand for Rifles.

If you have a supply of "Ross" Sporting Rifles you can confidently recommend them. You will find, as other dealers have done, that your sales will rapidly increase.

$25.00 and upwards.

Ross Rifle Co. - Quebec





LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

The Steel Company of Canada, Limited

HAMILTON :: CANADA

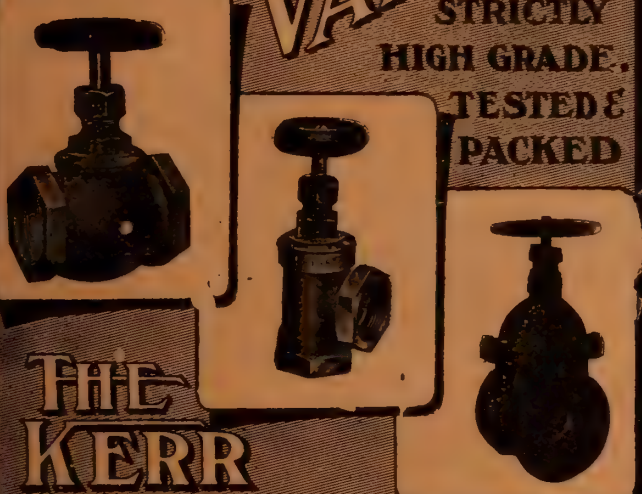






KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED

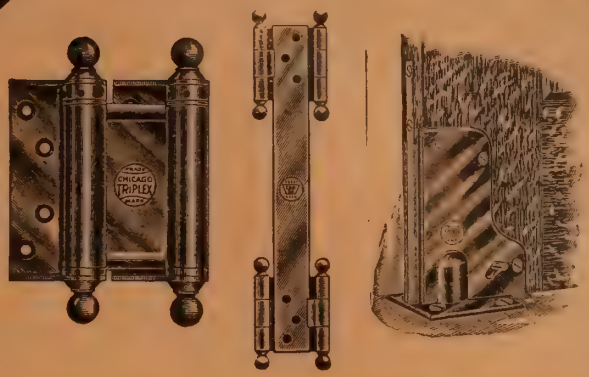


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26



Cylinder Night Latch, No. 103

Procure Patronage

by handling a line of LOCKS that are without a peer as regards quality, efficiency and finish. Our rim and mortise locks and inside store and front door sets will be found just what you want to retain the better class trade.

Write for Prices To-day

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

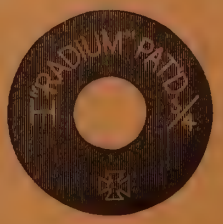
Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We have a large stock of above well-known brand of Steel and are in a position to name attractive prices for early delivery.

SEND US YOUR ENQUIRY!!

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

Simply a case of **BUY** and **SELL** with the

Androck Door Mat

The winter season is here, and with it extra work for the busy housekeeper, cleaning up the snow and dirt that is being tracked all over the house. Show her the Androck Mat.



It has a scraping surface in every direction. All the dirt is left outside.

Ask for our illustrated price list. There's a good profit for you.

Andrews Wire Works of Canada, Ltd.

WATFORD, ONTARIO

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JANUARY 21, 1911 NO. 3

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

For Sale by all the Leading Wholesale Houses

Buyers prefer
"QUEEN'S HEAD"
Galvanized Iron
CANADA
They know its excellent quality.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

A Hinge That Defies Competition!

In the line of Spring Hinges our

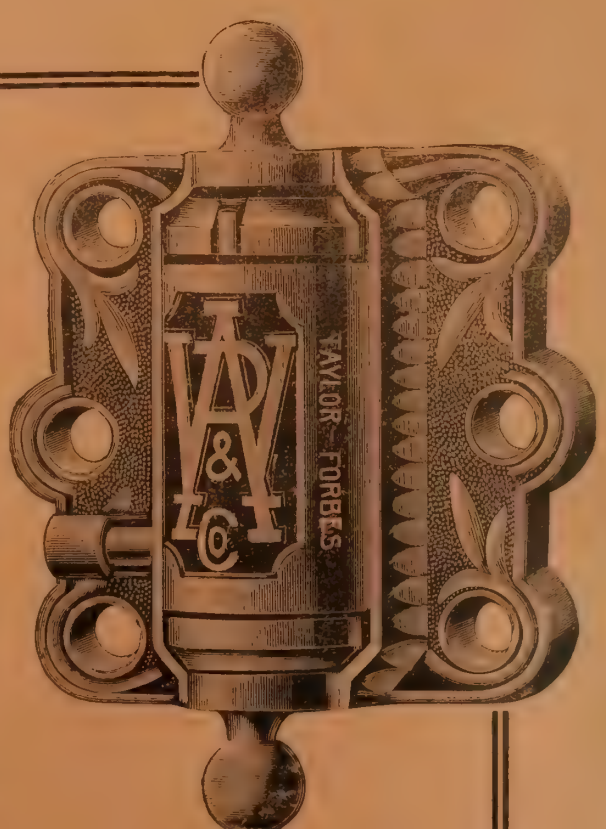
No. 20 "T.F."
Spring Hinge

easily holds pride of place and we guarantee it to be superior to any other spring hinge of the same design on the market.

The springs are made from the best Crucible Steel, oil tempered, and the hinge is finished in a most superior manner.

Plated hinges are packed with screws.

If your jobber doesn't stock them, write us direct for prices.



Taylor-Forbes Co., Limited.
Head Office and Works:
Guelph : Ontario

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B. W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C. HARRY F. MOULDEN, Travellers' Building, WINNIPEG, MAN. CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

Index to Advertisers and Buyers Guide Pages 54-56. Want ads. page 58.

GILLETTE AMMUNITION

For a High Score in 1911



The wisdom of pushing the five-dollar, price-protected GILLETTE in preference to any other razor is apparent to every dealer. There's the sure, substantial profit—the certainty of pleasing every purchaser—the steady trade in blades—and the chances this trade gives to gain regular customers for other lines as well.

In most cases selling a man a GILLETTE is simply giving him what he asks for. But there are some men, not aware of the GILLETTE'S superiority, who will ask for an old-style razor or a make-shift safety, or else continue to put up with their present shaving outfit.

It is therefore money in your pocket to have your clerks, as well as yourself, thoroughly posted on the GILLETTE, ready to use, find and make as many opportunities as possible to sell it.

Here Are Some Talking Points That Win:—

GILLETTE thin blades take an absolutely uniform and perfect temper that cannot possibly be given to a thick blade.

Automatically accurate honing with diamond dust and automatic stropping, give every GILLETTE blade a keenness which no other razor edge has ever equalled.

Each edge of every GILLETTE blade must split a human hair before it is passed by our inspectors.

The extreme hardness of GILLETTE blades makes it as unnecessary as it is impossible to strop them between shaves.

The GILLETTE frame holds the blade absolutely rigid, with none of the vibration that makes other thin-bladed razors pull and gash. **The GILLETTE is the only razor that combines the perfect temper possible only in thin blades, with the smooth-cutting rigidity of the thick bladed type.**

The GILLETTE is **safe anywhere.** A man can use it as easily in a swaying Pullman or a rolling liner as in his dressing room,

The GILLETTE is the only razor adjustable for a light or close shave. A simple turn of the handle does it. Every man can get exactly the adjustment that suits his beard and skin.

These are a few of the reasons why over four million men shave with the GILLETTE—and why dealers consider it their best specialty.

The right kind of selling talk behind the GILLETTE scores high in profits.

We're looking forward to meeting you in Peterboro next month and discussing any GILLETTE problems you may have in mind.

The Gillette Safety Razor of Canada, Limited

Office and Factory—63 St. Alexander Street, Montreal

Offices in New York (Times Bldg.), Chicago (Stock Exchange Bldg.), London, Eng., and Shanghai, China.
Factories in Montreal, Boston, Leicester, Berlin and Paris.



Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock" Agency in your locality will just naturally get the bulk of the trade.

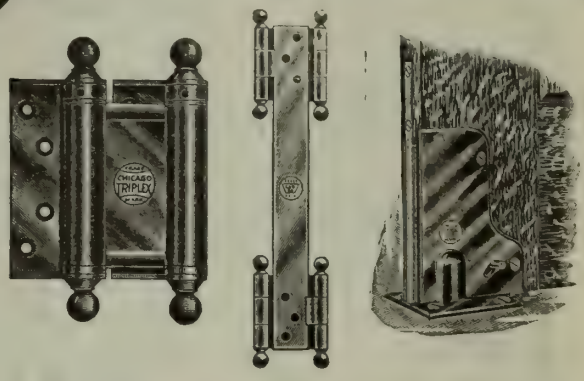
You be the man—write us for Catalog and Prices
Write us to-day.

The Owen Sound Wire Fence Co., Limited
Owen Sound, - - Ontario

Western Agents
Brandon Safe-Lock Fence Co.
Brandon, - - Man.



CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK **NEW YORK**

Send for Catalogue M 26



A Clean Record

of 25 Years'
SATISFACTORY SERVICE
is the History of the

GEM, BLIZZARD and LIGHTNING FREEZERS

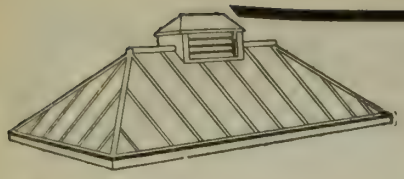


They comprise a line of long established standard Freezers, and need no annual introduction to rob you of your time and profit; but are in demand, easily sold and stay sold. They represent the very best that can be put into Freezer construction. They run easily, freeze quickly and economically and produce highly satisfactory results.

They Bring Trade and Help You Keep it
Place Your Order Now for Future Shipment
Your Jobber Handles Them

NORTH BROS. MFG. CO.

Philadelphia, Pa.



Two profitable lines for the down-to-date hardware dealer



METALLIC

Take advantage of the general evolution of building construction, of the great demand for fireproof material. Push "Metallic" Goods. Their superior quality insures permanent customers and increased profits.

CORNICES

are ARTISTIC, DURABLE and EASILY ERECTED. They are made of sheet copper or galvanized steel in designs to suit any style of building

ANOTHER LINE WHERE "METALLIC" LEADS—

SKYLIGHTS

are practically imperishable. The frames are of hollow metal, galvanized steel or sheet copper, and when glazed with wire glass are absolutely fireproof.

It's the "Metallic" Quality and Workmanship that count.
Ample reason why it pays to handle "Metallic" Goods.
Write for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

57

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a **Good Profit** For the **Hardwaremen**

Write for Terms to the Sole Manufacturers



The "CHRISTY" Safety Razor Outfit.

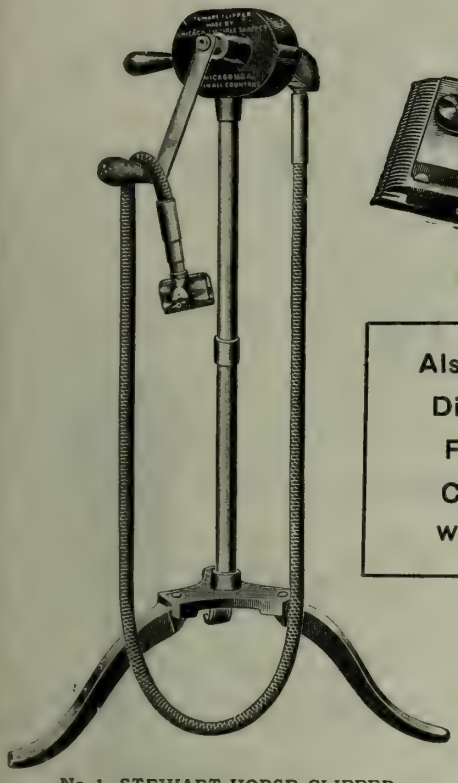
Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: $1.50

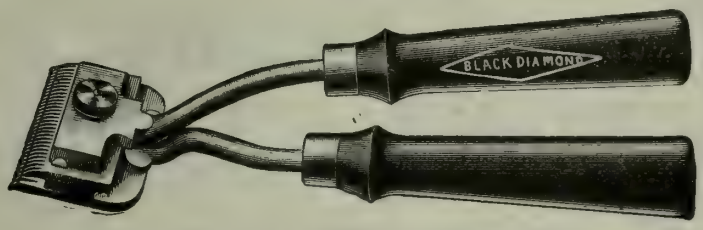
The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

HORSE CLIPPERS AND SHEEP SHEARS

BIG SELLERS IN THE SPRING



No. 1 STEWART HORSE CLIPPER

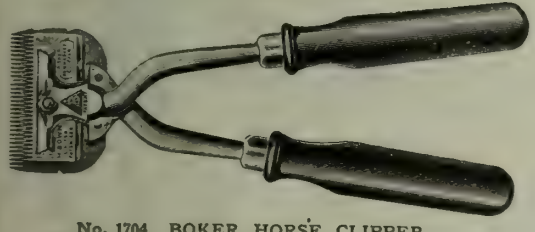


No. 1909. BLACK DIAMOND HORSE CLIPPER
Ball Bearing; Nickel Plated; Ebonized Handles.

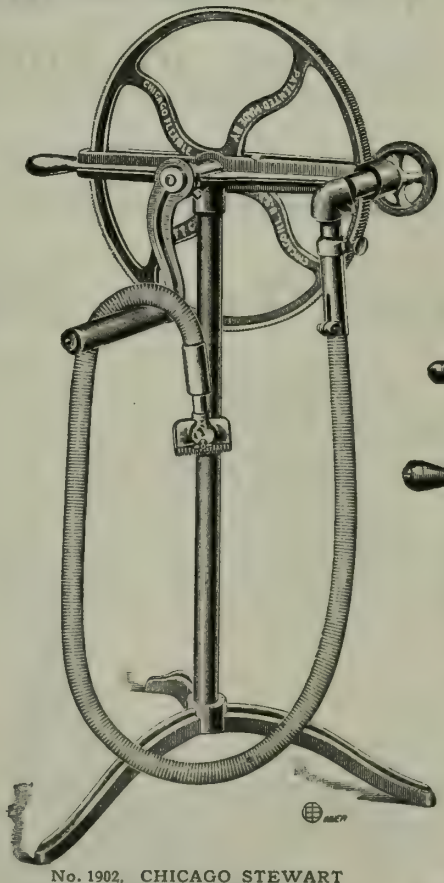
Also Black Diamond Fetlock Clipper
Write us.



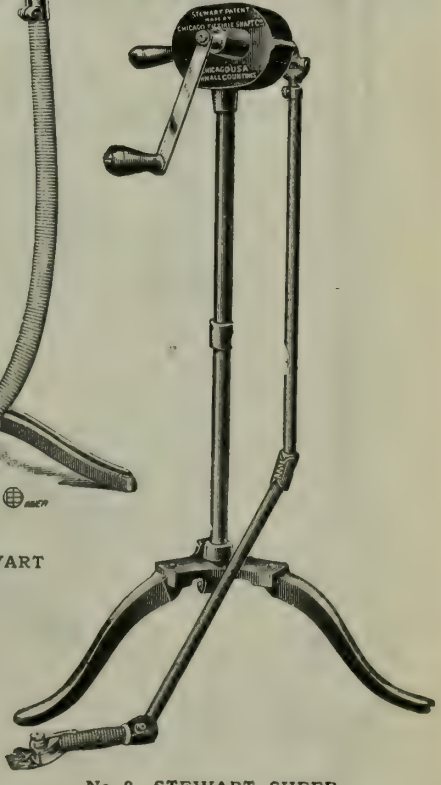
NEWMARKET HORSE CLIPPER
Plain Bearings; Nickel Plated
Mahogany Stained Handles



No. 1704. BOKER HORSE CLIPPER
Ball Bearing; Polished; Ebonized Handles.

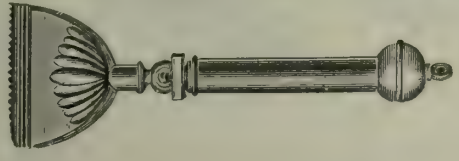


No. 1902. CHICAGO STEWART HORSE CLIPPER



No. 8. STEWART SHEEP SHEARING MACHINE.

We carry many more styles of these goods in stock.
Write us.



No. 165. SINGEING LAMP
4 inch wick, Japanned Tin Body

WE ARE THE LARGEST JOBBERS OF CLIPPERS IN CANADA

WRITE US FOR CIRCULARS AND PRICES.

LEWIS BROS., LIMITED

Importers — MONTREAL — Distributors

OTTAWA - TORONTO - VANCOUVER

YOUR STOCK

Should need tuning up, now that the Holiday Trade is over

Now is the Time to do it, and get in Line for 1911



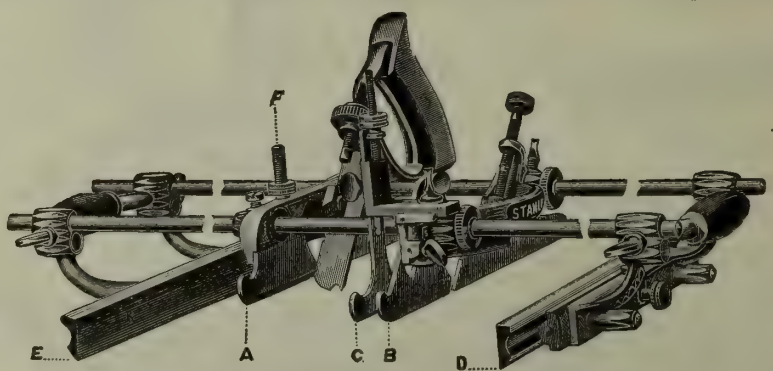
If you want to make more money follow the lead of hundreds of satisfied customers and

Order Your Staple Goods

such as planes, bits, pliers, rules, etc., from a reliable firm, who are noted for prompt delivery and low prices.

We carry about every requirement you can think of for Mechanics and Carpenters.





STANLEY UNIVERSAL PLANE No. 55

If you have never dealt with us before, "Do it Now."

WE SHIP PROMPTLY — All Inquiries Receive Prompt Attention — WE SHIP PROMPTLY

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

WHOLESALE DISTRIBUTORS

FOR

Community Silver

Stanley Planes

Neumann Guns

Domes of Silence INVISIBLE CASTORS

Boeckh's Brushes



When making out mail orders address them to us for good goods at right prices.

ALL ORDERS GIVEN EVERY CARE

If you are not already a customer of ours you are cordially invited to become one, and enjoy the privilege of selecting your goods from an immense stock, properly assorted, securing quick shipment and reasonable prices.

WE WILL SUPPLY ORDER FORMS AND ENVELOPES IF YOU WILL ONLY ASK FOR THEM.

Caverhill Learmont & Co

MONTREAL and WINNIPEG



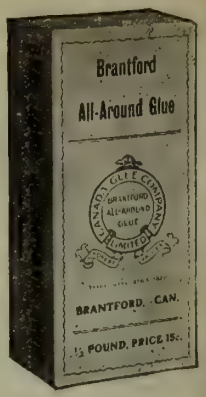
BRANTFORD ALL-AROUND GLUE

(GRANULATED)

THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

QUALITY TELLS!

J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	" "
Miller-Morse Hdwe. Co., Limited	" "
G. F. Stephens & Co., Limited	" "
Wood, Vallance, Limited	" "
The S. Hayward Co., Limited	St. John, N. B.
Emerson & Fisher, Limited	" "
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	" "
The Fife Hdwe. Co.	Ft. William, Ont.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	" "
Lewis Bros. Ltd.	" "







IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.



That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.

MORE "SAMSON" TALK



"Keeping Everlastingly at it," they say, brings Success," and the persistency with which we urge Samson quality shows the faith we have in the goods. Instead of selling tools and hardware haphazard we give you definite assurance of reliability and satisfaction with

"Samson" Snow Shoes
"Samson" Axes
"Samson" Ready Roofing
"Samson" Horse-Shoe Nails
"Samson" Farm Tools

It stands to reason we wouldn't urge the importance of Samson goods unless they had the quality to "make good." The nature of our trade is such that we could not afford to send out anything in any sense inferior, and the fact of a steadily growing demand shows that the Samson line is a safe one to push.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

BUTTS AND HINGES

CRESCENT BRAND

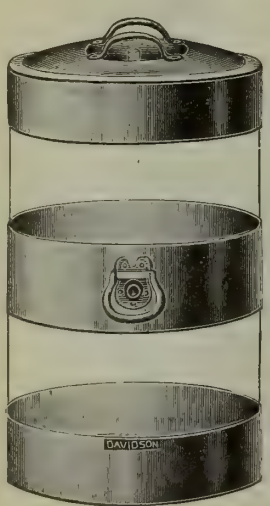
Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

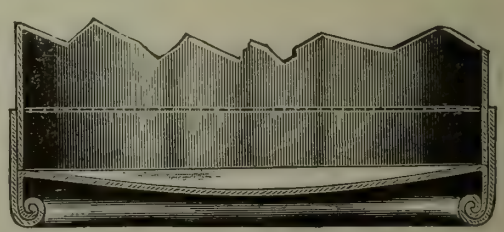
Davidson's Roll Rim Bottom Milk Can Trimmings

ARE UNEXCELLED FOR STRENGTH AND DURABILITY



COMPLETE SETS: Comprising 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches Wide, 20 Gauge, 1 Broad Top Hoop, 1 Pair Cover Handles, 1 Pair Side Handles. In all sizes from 10 to 40 gallons.

The Diagram Shows how our Heavy Roll Rim Bottoms are Constructed. Examine it carefully and see how the Outer and Inner Rims are Rolled in, and then riveted to bottom Hoop.



NOTE THE HEAVY ROUND ROLLED EDGE which makes our bottoms doubly durable, Saves strain on the can owing to the easy manner in which it can be moved by sliding along when full. There being no sharp edge, friction is reduced and practically all wear and tear to Factory Floors and Waggons is eliminated.

BOTTOMS ARE CONCAVE and drain to the centre, and are therefore easy to wash out.

THEY DO NOT CORRODE like those which drain to the side.

A VERY IMPORTANT POINT is that these bottoms are heavily retinned after being made up, which fills all intersections and practically makes each bottom one solid piece of metal with considerably more strength to the square inch than if it had been spun out of one sheet.

Book Your Order Now to Ensure Prompt Delivery.

The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg

19— LANTERNS WRIGHT'S —11 AND LAMPS



No. 18—RIDING LAMP

With independent lens and rear ruby glass danger signal

No. 19 is a similar Lamp, but without the rear signal.



No. 4—COLD BLAST

The cut illustrates the Lantern which gave so much satisfaction during the past year, but the No. 4 which we intend to offer during 1911 will be considerably improved.

See Sample Before Placing Your Order.

Packed 1 doz in a case.

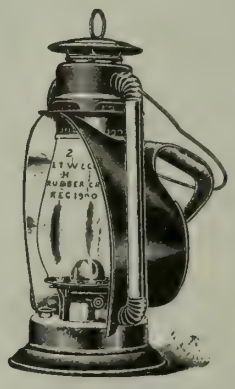


No. 22—COLD BLAST

The improvements which will be effected on the No. 4-1911 Cold Blast will also appear on the No. 22, which is same as No. 4, but has a much larger well

See Our Traveller's Sample Before Placing Your Order.

Packed 1 doz. in a case.



CAR INSPECTORS' LAMP.

Fitted with 5 inch Silvered Glass Reflector.

Packed as required.



No. 39—STEEL FRAME RAILWAY LANTERN.

Our Steel Frame Lanterns are retinned after being put together, which makes the frame perfectly rigid, and able to withstand a great amount of rough usage

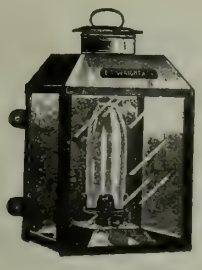
Packed as required.



THE "JAXON" BRACKET LAMP

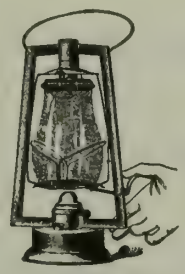
Takes B Burner and Chimney Movable Reflector.

Packed 1 doz. complete, less Chimneys, in a wooden box.



No. 2—SQUARE STATION LAMP

Height 18 inches, Size 11 x 8½ inches. Can be screwed or hung on wall. Glasses are removable. Fitted with Large Burner and Bright Tin Reflecting Back: Door in Front. Nicely Japanned and Ornamented Chimneys not supplied unless ordered.



C LIFT TUBULAR LANTERNS

With New Style Burner and Globe. Plain or Japanned

Packed 1 doz. in case.



No. 3—TRIANGULAR STATION LAMP

Fitted with Large Burner and Silvered Glass Reflector. Can be screwed or hung on wall. Doors on both sides. Glasses can be withdrawn, and colored panes inserted if desired Nicely Japanned and ornamented. Chimneys not supplied unless ordered.



No. 10—TRACTION ENGINE HEADLIGHT LAMP

With or without brackets. We keep on hand a full supply of chimneys, wick and repair parts.

Packed individually



No. 25—SEARCHLIGHT

With Dash Attachment. Fitted with Cold Blast Burner and Cold Blast Rubber Crystal Globe.

Packed ½ doz. in case.

E.T.WRIGHT&CO.

(H. G. WRIGHT)

HAMILTON, :: CANADA

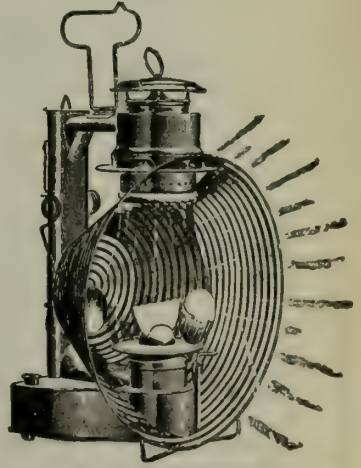
Winnipeg Distributing Agents—Merrick-Anderson Co., Winnipeg, Man.

Eastern Representatve—J. W. Moncur, Drawer 2209, Montreal, Que.

Toronto Agent—F. B. Wilson, 33 Maitland St., Toronto Ont.

Winnipeg Agents—Reynolds & Co., Winnipeg, Man.

Vancouver Distributing Agents—Macpherson & Teetzel, Vancouver, B.C.



No 20—SEARCHLIGHT

With Dash Attachment. Fitted with Cold Blast Burner and Cold Blast Rubber Crystal Globe.

Packed ½ doz in Case.

GET THE LION'S SHARE



The one sure way to capture the lion's share of the refrigerator trade and profit in your vicinity, is to sell the White Frost Refrigerator.

And the selling is easy, too. Our educational advertising is a great help to you. We have been preaching the gospel of sanitary refrigeration through the leading publications so long, that White Frost Refrigerators need but little assistance to sell fast and stay sold.

No other refrigerator will give the same lasting satisfaction that the White Frost does, because no other refrigerator is constructed on the same hygienic principles. It gives complete and lasting satisfaction. Every White Frost you sell will bring other sales.

Here's Why

ECONOMY. The White Frost isn't only economical in ice saving, but it is strong and durable. There is but little to wear out about it, being made of metal. The price is low, and the satisfaction it gives is big.

CONVENIENCE. White Frost Refrigerators are round, beautiful in appearance, enameled inside and out—and the enamel is baked on. They are simple to clean, and easily kept clean. The revolving mesh net shelves are adjustable, and can be quickly removed and replaced.

SANITATION. Being round in shape, there are no places for dirt and refuse to lodge in the White Frost Refrigerators. They never get foul or offensive. They keep the food cool, pure, sweet and wholesome. The whole inside can be taken out, scalded, cleaned and replaced in a few minutes.

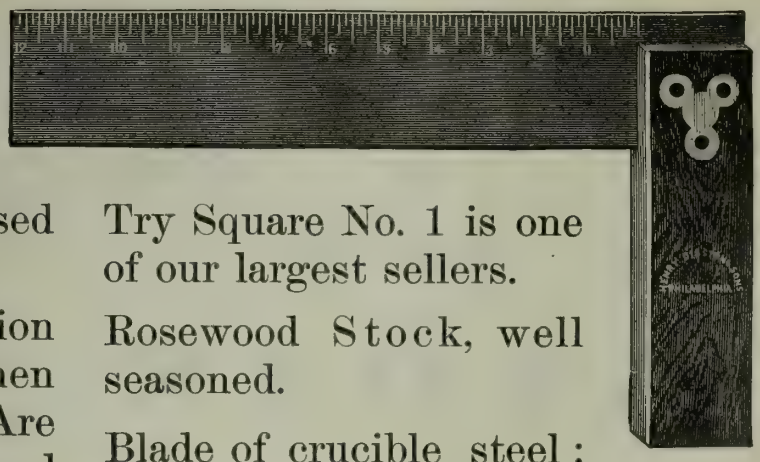
The time to get in line is now. Place your orders early to ensure prompt delivery. The advertising is now appearing—the season is at hand—the demand is created—sales are half made—get White Frost Refrigerators, and close the sales and make the profits.

Catalogues and terms mailed promptly. Write

METAL STAMPING COMPANY 557 Mechanic Street
JACKSON, MICHIGAN

DISTRIBUTED THROUGHOUT CANADA BY Lewis Brothers, Ltd., Montreal; Miller-Morse Hardware Co., Ltd., Winnipeg, Manitoba; McLennan, McFeely & Co., Ltd., Vancouver, B. C.

DISSTON
TRY SQUARE No. 1



DISSTON Squares are used the world over.

They give complete satisfaction to the most particular workmen in this and other countries. Are known for their accuracy and the high grade materials that are in them.

Try Square No. 1 is one of our largest sellers.

Rosewood Stock, well seasoned.

Blade of crucible steel; blued, hardened and tempered.

Well finished.

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel and File Works

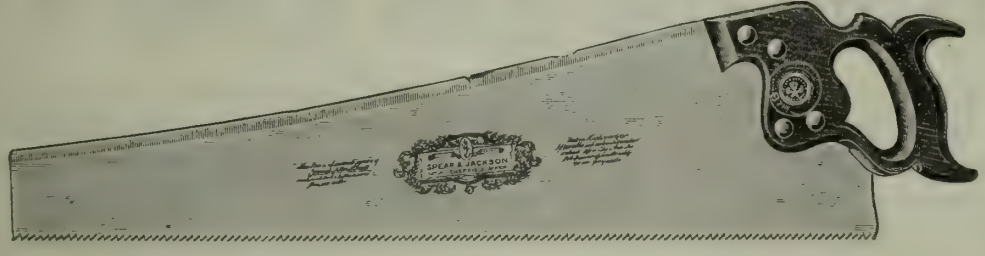
PHILADELPHIA, PA.

Canadian Works:—FRASER AVE., TORONTO, ONT.

"The Name's the Guarantee"

Backed by 130 YEARS' Experience
of the LARGEST MANUFACTURERS
of SAWS in the BRITISH EMPIRE.

Every Saw Fully Guaranteed



No. 171-A---Secret Process Vanadium Steel Alloy. (Straight Back 173)

ARE YOU PAYING MORE for INFERIOR GOODS?

Write TO-DAY for our NEW TOOL CATALOGUE

CARPENTERS', JOINERS', GARDENERS', TINSMITHS', MASONS' and PLUMBERS' TOOLS. THE BEST TOOL LIST ON THE MARKET.

Canadian Representative:

J. A. HENDERSON
Metals and Hardware
MONTREAL, CAN.

SPEAR & JACKSON
LIMITED
SHEFFIELD, ENG.

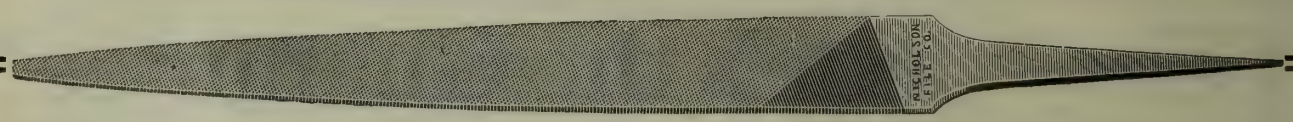
You get what you want when you want it—

Depend on us for prompt shipments of any of the many specialties we make. For we carry stocks at both our factories that are big enough always to take care of your orders QUICK. And that ought to count with you.

ACORN GALVANIZED SHEETS

You should ask at once about the new proposition we are ready to make you on "Acorn Quality" Plain Galvanized Sheets. We can now make you a better offer on these top-notch goods than you can get on import orders of the usual kind. And you know, probably, that you can bank on the quality of "Acorn Quality." Every sheet is dead flat; soft, easy working, and so rolled and galvanized as to meet the difficult conditions of the British Government Specifications. Write us for particulars NOW—before it slips your mind.

The Metal Shingle & Siding Co., Ltd. Preston, Ontario



Nicholson-Made Files are the Standard of File Quality.

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-Made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company:—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McLELLAN" "H & F" "J. B. SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.

Do you want bigger business?

Believe in the goods you sell—and be sure to sell the goods you *can* believe in.

Genasco
Ready Roofing

is honest and trustworthy. You can depend on its quality to back up the best you can say of it.

Genasco is made of Trinidad Lake asphalt, which gives it resisting, lasting life.

It has already gained the confidence of thousands of users; also of thousands of prospective users who have been impressed by our convincing advertising in the leading magazines and agricultural papers of the country.

Make your start now for bigger business.

Write for samples and full information.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK REG. U.S. PAT. OFF.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Mineral or Smooth-surface Genasco Roofings

Cross-section, Genasco Stone-surface Roofing



Gravel
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

THE KANT-LEAK KLEET is the up-to-date fastening for ready roofing—supplied in Genasco rolls, when specified.

THE STEEL COMPANY OF CANADA, Limited

DOMINION WIRE MANUFACTURING CO.—BRANCH

BRANCH OFFICE:
MONTREAL

ESTABLISHED 1880 INCORPORATED 1883 — DOMINION — TRADE MARK

WORKS:
LACHINE

Iron and Steel Wire
ALL KINDS—ALL SIZES

Wire Bale Ties
CUT TO ANY DESIRED LENGTH WITH LOOP ON ONE END

Brass and Copper Wire
FOR MECHANICAL AND ELECTRICAL PURPOSES

Dominion Field Fence
FOR FARM AND RAILROAD USE

Wood Screws
IRON AND BRASS—FLAT, ROUND AND OVAL HEADS

BRIGHT WIRE GOODS - JACK CHAIN - COTTER PINS
WIRE COAT AND HAT HOOKS - WIRE BARREL HOOPS
STRAND GUY WIRE - GALVANIZED CLOTHES LINE WIRE

WE HAVE EXCELLENT FACILITIES FOR HANDLING CARLOAD SHIPMENTS
SEND US YOUR ORDER FOR A MIXED OR STRAIGHT CARLOAD







MILLIONS WASTED
BY USERS OF "GENUINE" BABBITT

The high price of tin, which is controlled by manipulators, who can juggle the price up or down to suit their convenience, should cause users of "Genuine" Babbitt to consider seriously the advisability of adopting some cheaper suitable substitute.

A "Genuine" Babbitt should contain about 88 per cent. tin. It is a notorious fact that tin is a very dry metal and it is by no means what it is claimed to be as a bearing metal, as its anti-frictional qualities are comparatively very poor. A Genuine Babbitt will not fill in the interstices and condition the shaft as Magnolia Metal does. Unless a "Genuine" bearing is kept flooded with oil it is liable to become hot and run out, whereas a Magnolia-lined bearing, under the same conditions, will more than likely run for years without any perceptible rise in temperature, on very scant lubrication. Unless a bearing metal is poured in a **separated condition**, the weight of the shaft will rarely, if ever, cause it to squash. It is usually frictional heat that causes this trouble, to which "Genuine" Babbitt is very susceptible, and therefore it naturally follows that a high-grade anti-frictional metal like Magnolia is very much more dependable. Not only is Magnolia superior anti-frictionally, it will actually withstand 19 per cent. greater compression test than "Genuine" Babbitt. Thousands of practical users have made this discovery and are using Magnolia in preference to all other bearing metals.

Some years ago we had Dr. Torrey, Chief Assayer of U. S. Mint, New York, test all the leading "Genuine" Babbitts then on the market. Every one of these Genuines ran out in from five to fifteen minutes under pressures ranging from 500 lbs. to 1,400 lbs. per square inch, whereas Magnolia ran at the same speed—1,600 revolutions per minute—for eighty minutes up to 2,000 lbs. per square inch, and came out of test in a perfectly highly-polished condition. It is very difficult to run the temperature of a Magnolia-lined bearing up to a destructive point.

Every civilized country of the world has contributed its quota of testimonials regarding the splendid results obtained from using Magnolia Metal. If you are using Genuine or any other bearing metal, we ask your careful consideration as to the merits of Magnolia. Magnolia is made of selected virgin materials of the best quality, which are still further cleansed, and graphite incorporated into it. Magnolia is idealic in all of the good qualities that go to make an all around first-class bearing metal.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, containing 650 pages, treating on over 2000 engineering and mechanical subjects, brought up to date. We offer this valuable reference work at 40 cents, postage prepaid. Address Montreal Office.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

225 ST. AMBROISE STREET, MONTREAL

NEW YORK CHICAGO

Tinsmiths Sheet Metal Workers

To Maintain Your Reputation **"Always," "Everywhere,"**

ASK FOR

B. B. & CO.

TOOLS

Our Experience is Your Safeguard.

The

BROWN, BOGGS CO.

Limited

HAMILTON, - CANADA

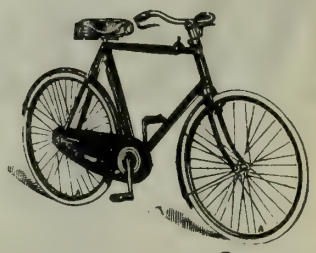
Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies, Etc., Etc.



Straight *Circular* *Combination*

"HOBART" Cycles and Motor-cycles

A standard pattern 2½ h.p. "HOBART" motor-cycle holds the 100 miles British (Brooklands) Light-weight Record.



We are looking for "live" business men in Canada to take up the sale of our cycles and motor-cycles--"wheels" with a twenty-five years' British Reputation for all-round Good Quality and Finish.



More than fifty thousand cycles have been built in our factory and we know--as few other firms can know-- the exact requirements of cyclists and motor-cyclists all the world over.

HERE'S PROOF:

"Out of twelve open motor-cycling events held since April 1910, 'Hobart' motor-cycles have won no less than Eleven."

Write now for our catalogue and prices

Cycles from £3.0.0 net
($15.00 Dollars)
and Big Reductions for Quantities.

We have supplied "wheels" to Royalty--to the British Postal Authorities and the British Army--and to the Spanish Government.

HOBART, BIRD & CO., Limited

Department H. 31. :: :: COVENTRY, England

A Thing of Beauty Is a Joy Forever

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST.



The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

S & S
Vernier Caliper



Here is a new tool which is indispensable for every mechanic, a very clever combination of three precision measuring tools for *inside* diameters, *outside* diameters, and *depth*. The three kinds of measurements are obtained at one setting, without deducting.

$3.00

This includes a genuine leather case, to be conveniently carried in the pocket. Always handy and ready for use. When purchased in reasonable quantities we will stamp with firm's name, at no extra cost. Circular?

Liberal discount to dealers.

Schuchardt & Schutte

307 Coristine Bldg.,
MONTREAL

SYLVESTER WORKS SHEFFIELD ENGLAND

ESTABLISHED 1784

122 Wellington St. West TORONTO CANADA

New Coronation Knife



Special Design from our own Dies.

Made with Light Weight Aluminium Handles.

Also in Sterling Silver.

British made throughout.

We make a speciality of knives for advertising purposes.

Write for Price List,

Actual size, 3⅜ inches.

THOS. ELLIN & CO., Ltd.
CUTLERY MANUFACTURERS
SHEFFIELD, - - - ENGLAND

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6⅝ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

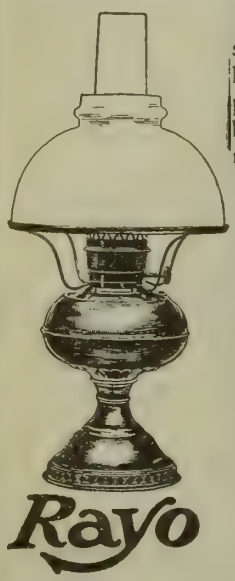
Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass*

The Most Extensively Advertised Oil Consuming Devices on the Market

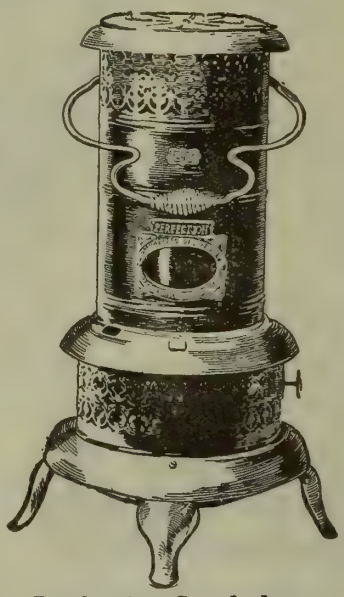
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



The New Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT, and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

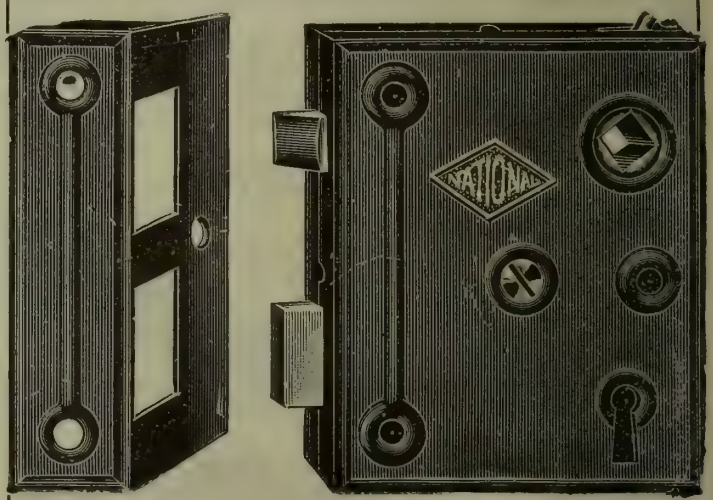
The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

BE CAREFUL

in your selection of Locks! Nothing has more influence on the Builders' Hardware trade than a satisfactory line of Locks. How are your stocks?



NATIONAL STEEL RIM LOCKS

are noted for their safety, strength, durability and finish.

NATIONAL HARDWARE CO., Limited

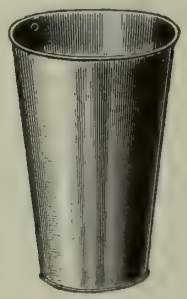
ORILLIA ONTARIO CANADA

Are You Prepared For Sap Season Requirements?

The following lines will doubtless appeal to you:

SAP PAILS

Straight Pattern



Nos.	7	9	12
Gals.	1	1½	2
Dim., Ins.	8½x9	9x9	8¾x12½
1C Per 100	$11.50	14.00	15.00

SAP PAILS

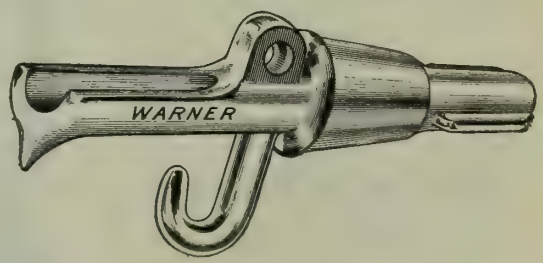
Flaring Pattern



Nos.	70	120
Quarts	6	10
Dim. Ins.	10x6¼	11¼x8½
1C Per 100	$11.25	15.00
1X " "		18.50

SAP SPILES

"Warner" Malleable Iron



Per 1000 $45.00

SAP SPILES

"Eureka" Cast Iron



Per 1000	$12.00
" 100	1.30

Packed in boxes of 500 and 1000

The usual discounts are given off the above prices.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon

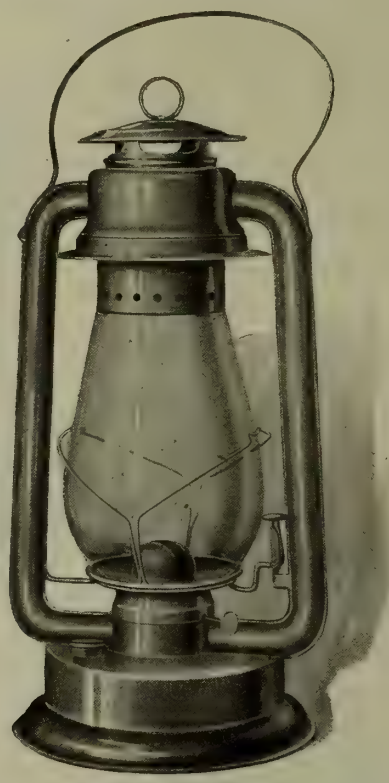
02 Cold Blast Lantern

A Serviceable, Cheap C.B. Lantern

Price $5.75. Can You Beat it?
at the price!!

A new Cold Blast Lantern.

Toughened Crystal Globe.



Not an inferior imitation of the "BANNER."

Double Seamed Oil Well, Cannot leak.

Made of Heavy IX Tin.

Strong Lift, Tin Burner.

Why import Lanterns when you can get Canadian Lanterns of Superior Quality for less money?

For Sale By All Jobbers

Ontario Lantern & Lamp Co., Limited

HAMILTON,
CANNON ST. EAST
HEAD OFFICE

VANCOUVER,
429 PENDER ST. W.
A. J. SMAILL

"BANNER" 1911

THE Cold Blast Lantern

We Invite Comparison

Price $6.75. No more than for Inferior Lanterns.

1911 IMPROVEMENTS

Our Enlarged Oil Well

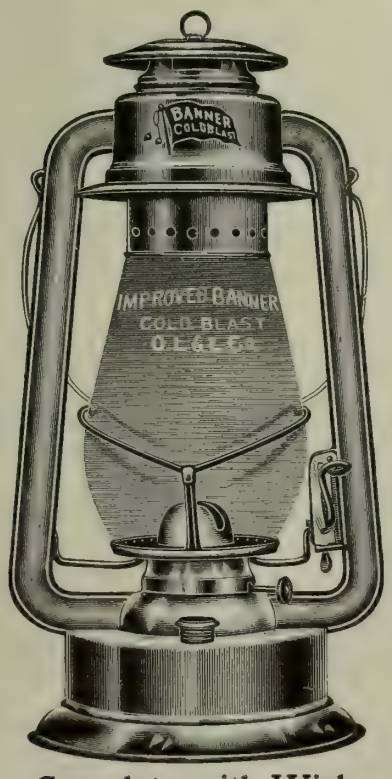
The "BANNER" now burns 15 hours longer than any other.

Reinforced Lift Lock

is a marked improvement.

Solid Brass Burner

Lasts twice as long. No corrosion.



Complete with Wick
"Guaranteed Windproof"

IMPOSSIBLE OF IMPROVEMENT

Our Patent Automatic

Safety Lock cannot jam your fingers and is a great convenience.

Our Extended Foot

prevents rust.

Our Patent Double

Seamed Oil Well. No Solder. Cannot Leak.

Brains,
Skilled Mechanics,
Best of Materials

Result

The "BANNER" C.B. Lantern,
Pleased Customers,
Increased Sales

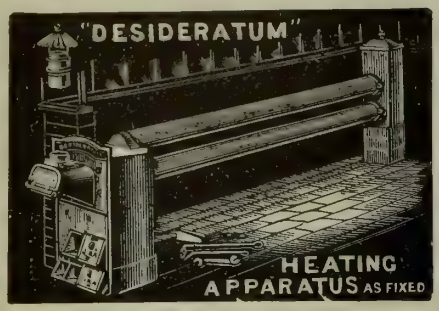
For Sale By All Jobbers

Ontario Lantern & Lamp Co., Limited, Hamilton, Ontario

MONTREAL
30 ST. DIZIER STREET
W. T. GROSE

WINNIPEG
151 EAST NOTRE DAME AVE.
BISSETT & LOUCKS

HEATING APPARATUS

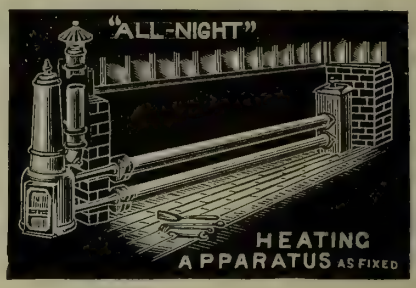


FOR
GREENHOUSES
MOTOR HOUSES
COACH HOUSES
DWELLING
HOUSES
or Houses of any description or size.

Estimates sent free on receipt of plans and full particulars.

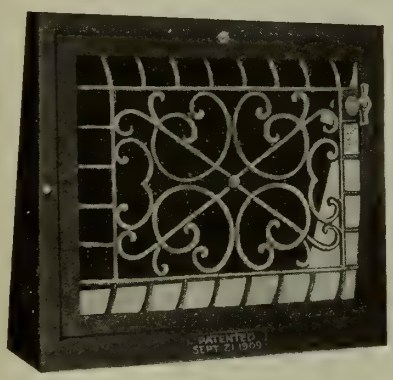
Complete apparatus supplied or boiler or pipes separately.

Write for illustrated price list.



JONES & ATTWOOD, Limited

Heating Specialists
STOURBRIDGE, ENG.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

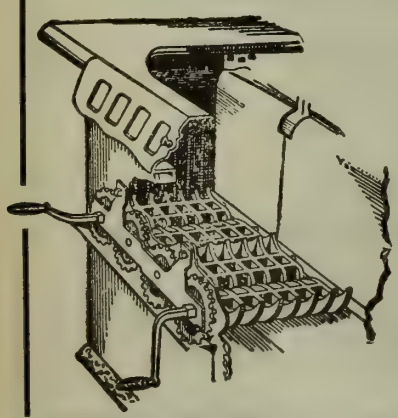
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Here's the Range to Feature!

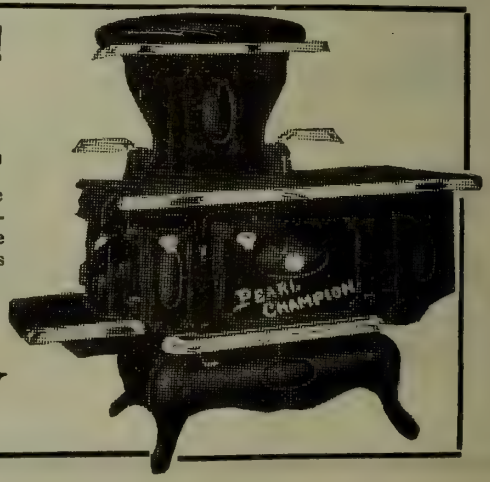
and it is just as good as it looks. The

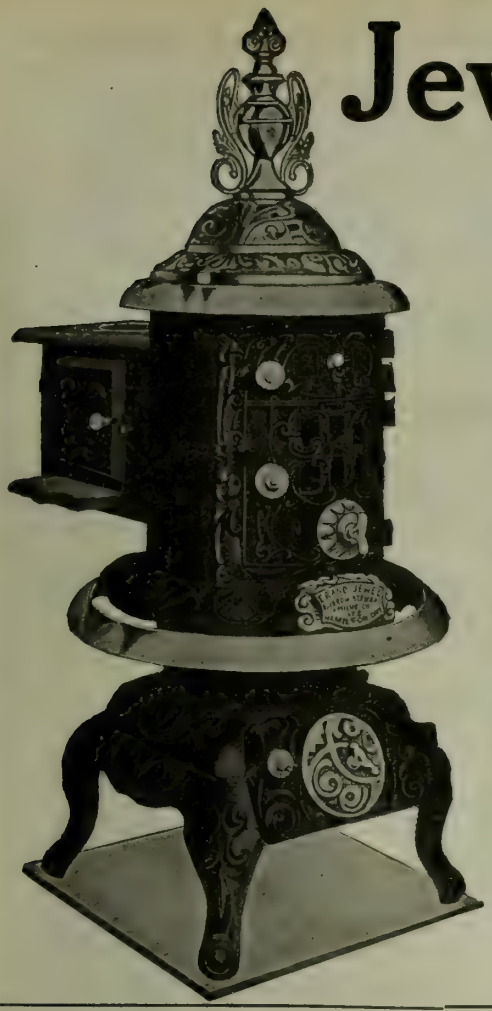
CHAMPION RANGE

is rendered specially attractive because of the CHAMPION GRATE with the cross-wise, non-warping bars. This grate leads all others because it is more open and more easily shaken, and makes the "Champion" a very favorite range.

Are you selling the "Champion"?
Send for catalogue to-day.

D. J. BARKER & COMPANY
PICTON, ONTARIO





Jewel Stoves and Ranges



Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

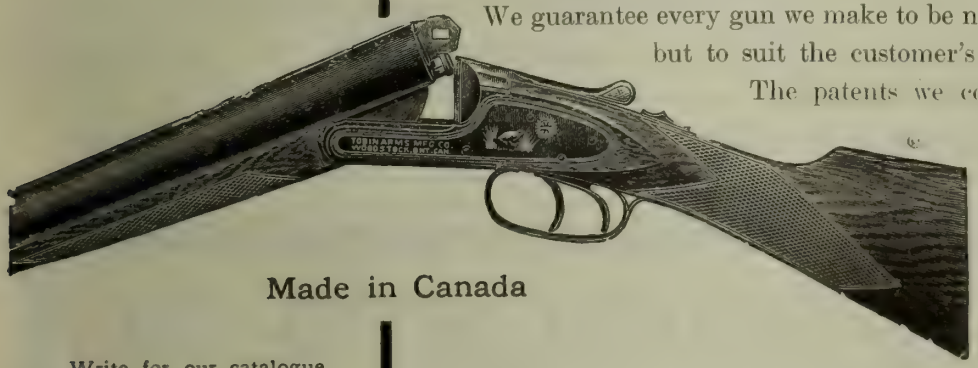
Write for catalogue and prices.

The Burrow, Stewart & Milne Co.
Limited
HAMILTON - ONTARIO

It is Easy To Sell The Tobin Gun

Tobin Simplex Guns

Its fine finish and simple, complete construction give it first place. Every Tobin Gun is built to sell another. Introduce it to your customers. We guarantee every gun we make to be not only perfect in workmanship, but to suit the customer's idea of what a gun should be.



The patents we control enable us to make a gun simple in construction, and, while not departing radically from what is recognized to be essential in the hammerless type of gun, it possesses new and exclusive features.

The material from which the Tobin Gun is made is the very best obtainable. Both the exposed and hidden parts of the gun are fashioned with the utmost care, which makes the Tobin Gun not only a good gun, but also a good-looking gun.

Made in Canada

Write for our catalogue and other information. We are anxious to establish connections with dealers everywhere.

Tobin Arms Manufacturing Co., Limited

Woodstock, Ontario

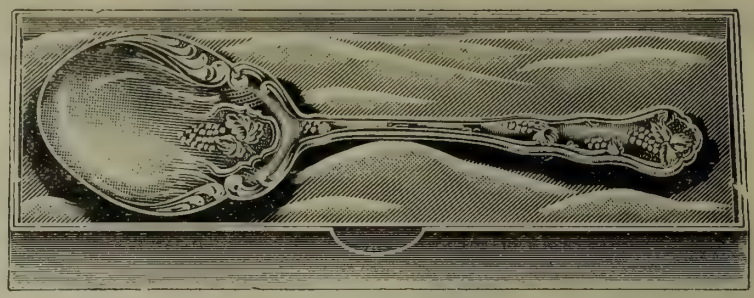
This Elegant Grape Pattern

Berry Spoon

SELLS AT SIGHT

Made of Standard A1 Plate, with either silver or gilt bowl.

They are veritable custom catchers and trade builders.



Order from your Jobber

The McClashan, Clarke Co., Ltd., - Niagara Falls, Canada

AGENTS J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



Maxwell's Latest is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.

WIRE BALE TIES

For Baling Hay, our Wire, made, all the time, from the finest quality Bessemer Rods, will give the most complete satisfaction. It will be found at least 10 per cent. stronger than any other Baling Wire on the market. Better send along an order. There is real satisfaction and profit in handling this well-known line. Get our prices.

Other Specialties we make are:

Annealed Wire
specially soft and pliable.

WIRE NAILS
Perfect heads and point. Full weight.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ont.

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

GILBERTSON'S

COMET

BRAND

Galvanized Sheets

Guaranteed to double seam and are well galvanized.

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. *MONTREAL*

Look for the Name

MYERS

Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

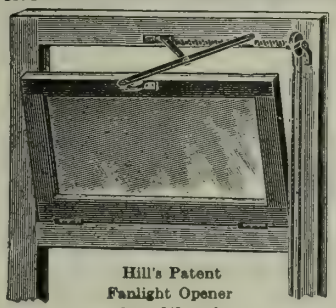
Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

JAMES HILL & CO., LTD.

Cable: James Hill, London.

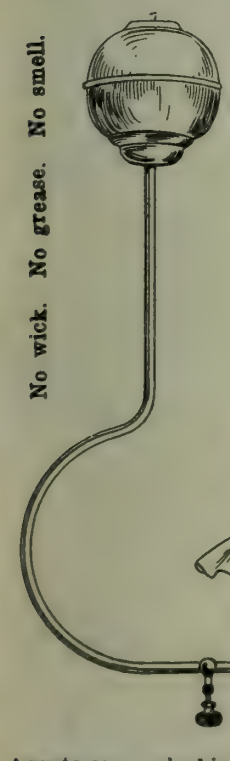
IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts and all kinds of Fittings and Hardware. Castings, etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND



FOR BRIGHT STORE GET THE

Auer Light

Makes its own gas.

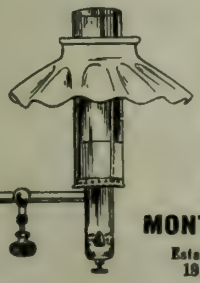
$6.75

Gives more light than 10 oil lamps or 5 electric lights.

ECONOMICAL SATISFACTORY

"They midnight into noonday turn, but air instead of money burn."

No wick. No grease. No smell.



Auer Light Co.,

MONTREAL

Established 19 years

Agents can make big money. Many styles. Write for terms.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

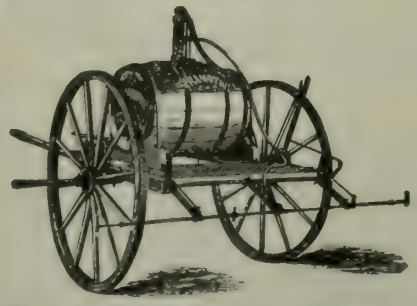
JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The Hand SPRAMOTORS



Nos. 1 and 2, with horse-drawn cart, can be used for orchards, vineyards, row crops, or weed spraying. As shown, it is arranged for row crops and weeds, but all attachments are interchangeable. Has steel axle, 52-inch wheel of best hardwood, adjustable width of track and rows, all brass Spramotor, with brass ball valves, mechanical agitator, compensating plunger. All of the highest grade throughout, for one horse only. Price, $47.00 to $54.00. Write for free treatise.

2 Gold Medals National Horticultural Congress.

R. D. HEARD, 1382 King Street, LONDON, CAN.

When writing advertisers kindly mention having seen the advertisement in this paper.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies. Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS

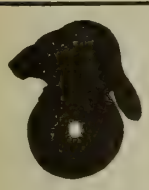


THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

Hardware Specialties

Something new comes every day. Our latest productions are:—A New Sprayer, a New Ash Pail, New Gas Oven, New Charcoal Stove, and a New Salamander Stove. We make them.

Ask for Catalogue.

THE COLLINS MFG. CO, - TORONTO

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

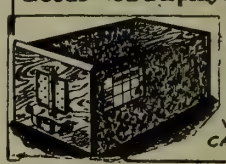
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

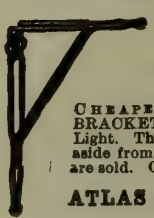
SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SKATING RINK SCRAPERS.



HARDWARE MEN
sell the Rink in your town an
ICE SCRAPER
saves time and half the labor.
JAMES & REID, Sole Mfrs.
Perth - - - Ont.

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



ARMSTRONG UNIVERSAL RATCHET
Two inches of motion at end of handle, in any direction, will drive the drill

Armstrong Bros. Tool Co
106 N. Francisco Ave., Chicago, U. S. A.

VENTILATORS.

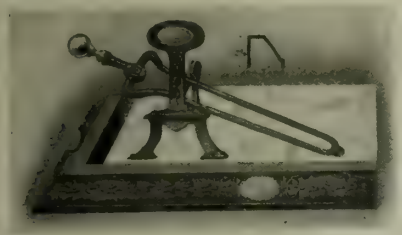


Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL



CHARLES LINDSAY,

Rumford Works, 33 Great Hamilton Street,
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. WRITE FOR CATALOG.

Canadian Representative---H. L. SOPER,
469 Margueretta Street, - - TORONTO

NOVASCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

HENRY T. SEYMOUR SHEAR CO. NEW YORK

SEYMOUR SHEARS

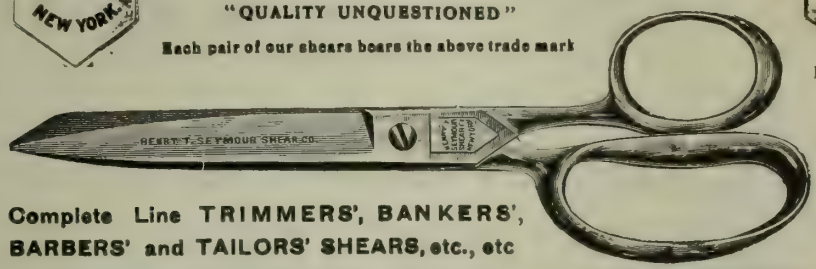
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



Buy the Best.

HERCULES
Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Sharratt & Newth's Glaziers' Diamonds

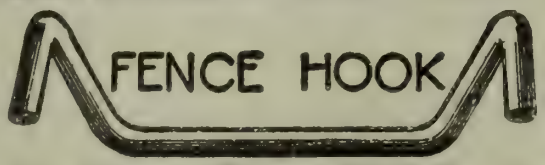
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets of Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St., - - - TORONTO

TWO LEADERS

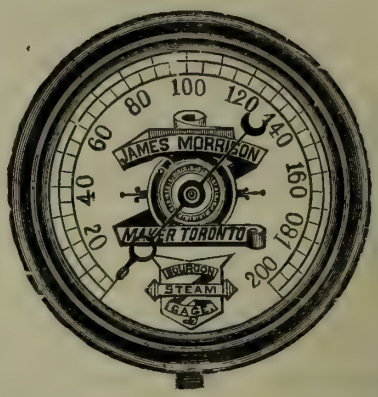


J.M.T. INJECTOR

Simple and efficient, operates under the widest range of pressures.

The season is advancing when you will have enquiry for Steam Supplies. Your reputation demands that you handle reliable goods in this line. Every Engineer knows that "Morrison Goods" require no introduction as to quality.

They're backed by over thirty years' reputation for successful wear and tear.



STEAM GAUGES

Standard and Improved, made for durability and accurate pressure reading.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, - - - Toronto

ARE YOU GETTING YOUR SHARE

of the wire rope trade? There is so much wire rope used for so many various purposes in every locality that any live hardwareman can considerably increase his profit by giving it some prominence.

GREENING'S WIRE ROPE

is the standard of quality for every purpose. We couldn't begin to tell you in this ad. the immense range of Greening Wire Rope. But our catalog No. 10 will give some valuable pointers on the wire rope business.

WRITE US FOR YOUR COPY.

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT. MONTREAL, QUE.

Why You Should Feature

WONDER-SHINE

We are telling your customers about **WONDER-SHINE**, the new silver cleaner. We are making **WONDER-SHINE** popular, and popular goods mean quick sales and good profits.

$10,000 is being spent in advertising this specialty.

Striking posters on the bill-boards show what **WONDER-SHINE** will do.

Carefully planned advertisements in the daily press tell all about the **WONDER-SHINE** way of cleaning silver.

How **WONDER-SHINE** cleans without rubbing, without dust, muss or hard work.



Make **WONDER-SHINE** a leader with you.

Every sale means splendid profits and a delighted, permanent customer.

WONDER-SHINE is guaranteed by the manufacturers absolutely non-injurious to silver, gold, hands or clothing. It contains no acids.

Each three dozen case contains three attractive display boxes. Place one box in the window and keep one always on the counter. Send us a trial order for three dozen to-day.

Household Convenience Co., Ltd., Toronto, Canada

Agents for Quebec & Maritime Provinces
NATIONAL DRUG & CHEMICAL CO.
Montreal, Halifax & St. John

Agent for Manitoba & Saskatchewan
DAW & WYSSMAN CO.
67 Merchants Bank Bldg., Winnipeg

Agents for Alberta and British Columbia
DONNELLY, WATSON & BROWN, Limited
Calgary, Alta.

Where Knowledge is Power 'tis Folly to be Ignorant!

Particularly when the knowledge can be readily acquired at a very low cost.

MERCHANTS and SALESMEN will find their efficiency greatly increased by a careful perusal of any of the books listed below. WRITE FOR FULLER PARTICULARS.

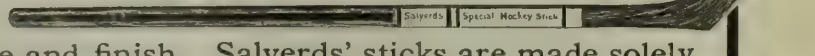
The Making of a Merchant $1.25	Bookkeeping Self Taught 1.00	Ropp's Vest Pocket Edition (cloth)... .35
Men Who Sell Things 1.00	Success in Letter Writing ..... .75	Spices and How to Know Them 3.50
Human Nature in Selling Goods ... .50	How to do Business by Letter 1.00	Tea Hints for Retailers 2.00
Management and Salesmanship ..... .50	Ropp's Commercial Calculator	Tea, Its History & Mystery 2.00
Sales Plans 2.50	Office Edition (Cloth) 1.00	Coffee, Its History 2.00
Practical Publicity 2.15	Pocket Edition (Leather) 1.00	100 Good Ads for Grocery Store 1.00
The Art of Retail Selling 2.00	" (Cloth) ..... .50	Art & Science of Window Decorating 2.00
Retail Advertising Complete 1.00	Vest Pocket Edition (leather) .50	

ALL BOOKS SENT POSTPAID

THE MacLEAN PUBLISHING COMPANY, - TECHNICAL BOOK DEPT.
143-149 UNIVERSITY AVENUE, TORONTO

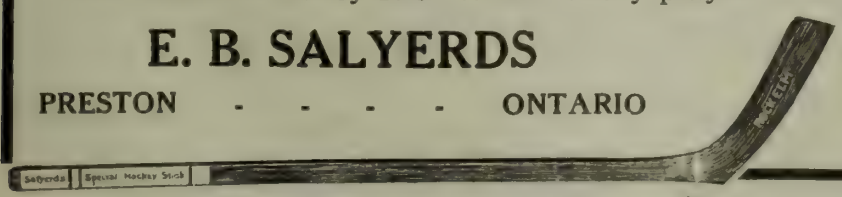
Every Class of Player Prefers SALYERDS'

Patented



Because they are 'quality' goods right through, noted for their balance and finish. Salyerds' sticks are made solely of second growth Rock Elm, and are noted for their wearing qualities.

We make a hockey stick to suit every player.



E. B. SALYERDS

PRESTON - - - - ONTARIO

Wholesale and Jobbing Trade Only Supplied.



AMMUNITION

That never fails to secure results

Every user a friend

Every friend an advertiser

Dominion
IMPROVED & PROVED
Ammunition

Assures best returns to both Sportsman and Dealer.

Dominion Cartridge Company
LIMITED

Ammunition Manufacturers

MONTREAL, - - CANADA

OUR NEW CATALOGUE

Is Just off The Press

It lists our complete line and if you have not received a copy write for one to-day.

The Sheet Metal Products Company
OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal Toronto Winnipeg

Convention Promises to break Record

Peterboro is Preparing for the Big Event—Manufacturers' Exhibit Will be the Best of Its Kind Ever Held in Canada—Convention Will be a Liberal Hardware Education.

"Going to the Peterboro Convention?"

This is the leading question which is being fired across the counter by nearly every hardware traveler who goes down the line these days. And, in the majority of cases, it awakens immediate interest.

Never before have such elaborate preparations been made for a Hardware Convention in Canada, and never before has the trade in general, evinced so much enthusiasm over such a gathering. That the 1911 convention will be a success is assured beyond doubt, and every dealer who misses it will be sorry.

Peterboro is Worth Seeing.

The city of Peterboro is noted as one of the most prosperous centres east of Toronto. To the visitor, it gives the impression of being very busy and very home-like. Its retail stores compare favorably with those of much larger places, and while there are many flourishing factories, a few of them are really immense—notably the Canadian General Electric Co. and the Quaker Oats Co.

The churches and public buildings are large in size and thorouggly modern in character. The residential streets are lined with splendid trees, and flanked with comfortable and, in many cases, elaborate homes. There are several spacious parks, and, around one of them, are grouped the Armories, Collegiate Institute and Public Library. The Oriental Hotel is not far away, and this district will be the centre of activities from February 21st to 24th.

A Reception Committee, appointed by the City Council, will see that Peterboro makes a good impression on the visitors. It is headed by Ald. Phelan, himself an ex-hardwareman.

How About the Accomodation?

A good many dealers are anxious about the hotel accommodation, and Hardware and Metal has been enquiring particularly about this.

Conventions are not a new proposition for Peterboro. They have entertained many large gatherings before, one of the largest being the Grand Lodge of the I.O.O.F. There has never been any undue overcrowding in the past, and, no matter how largely the Hardware Convention may be attended, the authorities do not anticipate any difficulty in accommodating them.

President Cinnamon calls attention to the fact that his own town of Lindsay is only 3 miles distant—less than one hour's run by train. A train for Lindsay leaves Peterboro at 9.10 p.m., and returning, leaves Lindsay at 7.10 a.m. So, if Peterboro should be overtaxed, Mr. Cinnamon's town with its good hotels, promises a welcome.

Great Manufacturers' Exhibits.

Exhibition space in the Armories, has been oversold. That means there will be a most inspiring display of manufactured articles, for the ground covered by the Armories is enormous.

The different exhibitors are sparing no pains in making ready their displays. The result will undoubtedly be the finest exhibit of hardware and kindred manufactured goods ever brought together in Canada. This feature alone will be worth going to see.

Dealers Sending Their Clerks.

A number of hardwaremen have told Hardware and Metal that they were not only going to the convention themselves, but intended sending their clerks as well.

In no other way could clerks get such valuable information about the lines they sell, and how to sell them. The idea is a good one, and should be copied by every dealer who can possibly arrange it.

Keeping Up Steam.

"I spend one week every year in New York City," said a Western Ontario retailer to Hardware and Metal, the other day.

"This trip costs me a lot of money, but it pays me over and over again, because it gives me new ideas, and, by getting me out of the daily routine for a while, fills me with enthusiasm, and enables me to keep up a high pressure of steam for the following year."

There is no doubt that the merchant who sticks close to his business, without seeking an opportunity of getting new ideas from outside sources, is likely to fall into a rut. Unless he is a marvel of ingenuity, he canscarcely help ideas is the coming in touch with what it, for the greatest generator of new others are doing, in the business field.

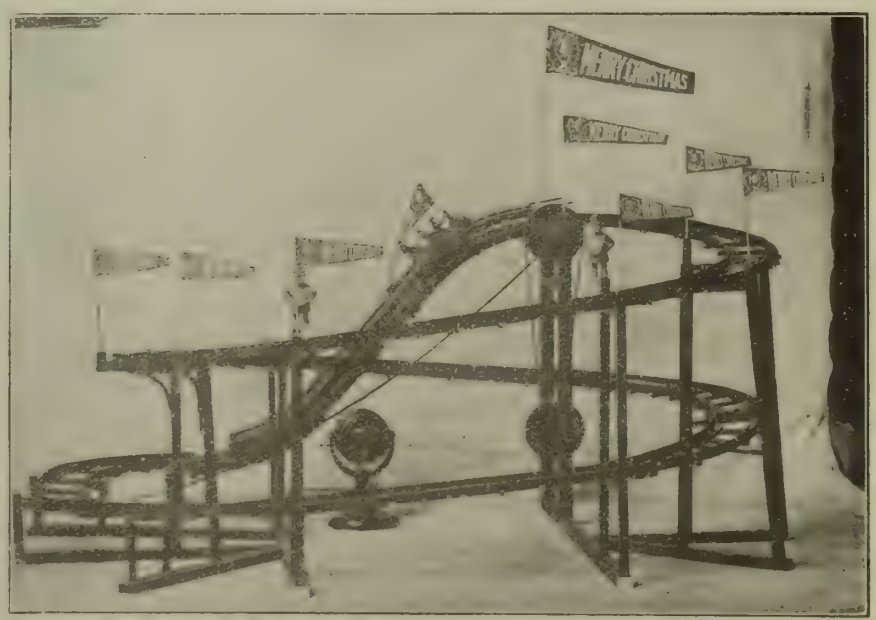
Of course, every dealer cannot take a yearly trip to New York, but, for a hardware man, there is one trip, easily within his reach, which will do him far more good. It is to the annual convention of the Ontario Retail Hardware and Stove Dealers Association, which, this year, is being held at Peterboro, on February 21 to 24.

No dealer ever goes to this convention without coming away brimful of suggestions for improving his business. Ideas for selling, ideas for buying, ideas for keeping stock, are exchanged among practical men from one end of the province to the other. A dealer from Windsor may find something in an Ottawa man's methods, which he can apply with profit, to his own business. A Sudbury merchant may give and take suggestions while in conversation with a retailer from Niagara Falls. The big men in the trade are there, and they are not at all slow to discuss the problems that they have met and solved.

But don't imagine that business is the only thing discussed. Not at all! The social side is not forgotten and the members are given every chance to become acquainted. They go home feeling that they are bigger men in every way.

Every hardwareman in Ontario, should attend the big convention next month.

An Ingenious Mechanical Device



Ingenuity is a telling quality in window dressing. The man who can design a window that possesses the quality of being unique and ingenious can rest assured that the public will take note of his efforts. Mechanical devices have been used with unvarying success in window displays and certainly none have ever eclipsed the "roller coaster" constructed by Frank Jordan for A. H. Gingerich, Woodstock. A description of the device, an illustration of which is shown below, has already appeared in Hardware and Metal.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - - 511 Union Bank Building. Phone 3726
Vancouver, B.C. - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

STOVE ASSOCIATION SHOULD ACT.

In all discussion of tariff matters, the question of the duty on stoves has, up to the present, been overlooked. The question has been considered by some stove men, however, and they think the issue should be brought to the fore.

One stove maker points out that, while the duty is 25 per cent. on imported stoves, conditions are such that it is in reality much less. In the first place, it must be taken into consideration that a good deal of finished material has to be brought into Canada by the home manufacturers and duty has to be paid. For instance, nickel and asbestos are mined here, but have to be sent to the United States to be finished, and then shipped back again. When this return duty is considered, the protection on the home-made stove is reduced to about 14 per cent. In addition, there is a not uncommon tendency shown by foreign exporters to evade the dumping clauses in this country. Settlers from the United States will, in many cases, bring over practically new stoves, duty free—a factor in the situation which tells against the Canadian makers. An adverse circumstance, which bids fair to be removed through the efforts put forth by home manufacturers to gain an understanding of the requirements of the western market and to find means of meeting the situation, was the sale of American stoves by the largest western jobbing houses. One of the largest jobbers in Winnipeg, who has in the past imported American stoves by the carload, is now stocking up with Canadian lines for this year's trade.

The stove man in question considers that the matter should be taken up without delay, either by the Stove Manufacturers' Association or by the stove section of the Canadian Manufacturers' Association. He urges that, although such action would come rather late in the day, it is not yet too late to have the matter thoroughly discussed and fairly judged, as the Commission have still to report to the House and some weeks delay must ensue.

WATCH MARKET REPORTS.

The importance of keeping closely in touch with the market reports was emphasized in a marked manner this week. On the paint and oil market there was a distinct upward trend in prices and the situation still is characterized by uncertainty. No hardware dealer can hope to buy for his paint and oil department with any degree of accuracy in judgment, unless he is well posted on the tendencies of the market.

The same applies to all departments of the wholesale trade. Prices are continually changing, either up or down. Hardware and Metal has followed the policy of devoting much space to market reports and the staff of this paper gives time and care to gathering all available information. It generally happens that changes in price quotations are spoken of before they actually come to pass and a hint of the impending increase or advance can generally be found in Hardware and Metal, thus affording the reader accurate information of the present condition of the matter and a shrewd forecast of future probabilities as well.

That most dealers appreciate this fact, is evidenced by the many letters received in which subscribers tell of the advantages they reap in following the weekly market reports closely.

ATTEND THE HARDWARE CONVENTION.

The hardware trade is keeping pace with the rapid growth of the Dominion. New stores are opening in the West nearly every day and from all quarters word comes of store extensions and general trade expansion. It is fitting, then, that the coming Hardware Convention at Peterboro' give every evidence of being the greatest on record. As such, it will reflect the general condition of prosperity and growth that prevails in the trade.

On each member of the association, individually, a duty devolves. If he can possibly arrange it, he should attend the Convention, evidencing by his presence, his interest in all that pertains to the advancement of hardware. Merchants who have not yet joined should not hesitate longer, but should make the Convention a red letter date, marking their entry into the ranks.

Affiliation among members of one branch of mercantile trade has many advantages. An opportunity is presented for mutual assistance and advice. It is possible to meet others on an equal footing, discuss trade problems, air grievances, ask advice and render assistance when occasion arises. Hardwaremen who are fortunate enough to mingle with their fellow merchants at Peterboro', will go away with their ideas broadened, their aims and ambitions raised perhaps to a higher plane and their knowledge of practical methods very materially added to.

Are you going to be there?

A CONTEST FOR CLERKS.

The success of a business depends to some extent on the efficiency of the clerks. It is an important matter then for the merchant to select his staff with discretion and to properly train them in the discharge of their duties. The merchant who makes an effort to interest his clerks in their work and to improve their knowledge of the trade and of salesmanship methods generally, is invariably found to be successful and prosperous.

Recognizing the important part that the salesman plays in the upbuilding and maintenance of a

business, Hardware and Metal has always endeavored to keep the clerks interested in its pages. As an additional step in this direction, a contest for clerks will be started in the next issue of this paper. Every two weeks some salesmanship problem will be presented and prizes will be given for the best answers. For instance, a customer states that he can get better goods at the rival establishment around the corner and prepares to leave. What, Mr. Salesman, would you say under such circumstances? Each question presented will be somewhat along that line and the clerks who suggest the best methods of coping with situations of this kind will secure the prizes.

It would be well for merchants to call the attention of their clerks to the contest and help thereby to create a general interest.

EDUCATING THE SALESMAN.

During the annual convention of the managers and traveling salesmen of Hibbard, Spencer, Bartlett & Co., a large jobbing house in Chicago, a novel method was adopted of putting the salesmen in touch with the technical side of the business. A demonstration of the manufacture and use of new goods was given. Manufacturers had been invited to cooperate and no less than twenty-five booths were on display, in many of which the actual process of manufacture was shown. The result was that the traveling men gained an insight into the quality and the use of new goods which they could not have acquired in any other way. They start out on their year's work, therefore, better equipped than ever to sell goods intelligently and to give the retailers in turn practical pointers on the lines handled.

The idea is a splendid one in many respects. The chief fault with the average brand of salesmanship —both on the road and in the retail store—lies in the fact that it is uninformed. Men sell stoves, or attempt to sell them, who know practically nothing of the workings of a stove, its special devices and exclusive advantages. If the travelers were equipped with a technical knowledge of the goods they sold and were prepared in turn to explain matters to the retailer, the benefit all around would be very considerable.

A DEMONSTRATION COUNTER.

More is expected now-a-days from store salesmen than mere automatic attention to the needs of customers. A clerk is expected not only to show the customer what he wants but to suggest other needs and, by means of persistent attention, to create a demand for certain lines of goods. The clerk is expected to interest callers in goods that were not asked for, in addition to selling the articles that the customers came in to buy.

The proprietor, who expects this much of his staff should endeavor to assist them in working up to the standard set. Conditions should be made conducive to sales creation. One plan adopted to help the clerk is to have a counter or table placed conveniently, on which certain lines of goods are put, the sale of which it is desired to push. This "demonstration counter" gives prominent display and the clerk has the goods ever close at hand to assist him in his efforts. The work of the staff can be concentrated on this table and the goods can be changed as they are gradually sold out or as expediency suggests. It would advisable, of course, to keep the contents changing as much as possible, so that customers would not see the same goods every time they visited the store.

POINTED EDITORIALS.

A hardware store is known by the clerks it keeps.

By thinking your competitor is an enemy, you make him one.

Start to arrange matters so that you can attend the convention in Peterboro' next month without fail.

The dollar's worth of goods that is sold spell a bigger profit, than the hundred dollars' worth that remains on the shelf.

A sale is not made until the bill is paid. Up to that point the sale is a loss. Be as careful to make collections as to make sales.

Watch, and act upon, the suggestions that appear in Hardware and Metal. Remember—"a single idea that is converted into action is doing better service than a thousand ideas that are unexpressed.

One of the significant signs of the times is in the fact that business is drifting to the best houses and the best salesmen. The records all indicate that the catch-as-catch-can house and the go-as-you-please salesman are losing out everywhere.—The Gimlet.

The man who whispers down a well
About the goods he has to sell,
Will never reap the shining dollars,
Like one who climbs a tree and hollers.
—J. H. Smith.

Hardware and Metal's contest for clerks will be an interesting one for all to follow, merchants as well as clerks. By watching the replies, it will be possible to learn how best to cope with situations which constantly face the hardware salesman.

An increase is predicted in cutlery of the best grade. Good quality of goods are like Banquo's ghost—they will not "down". An advance in cutlery seems inevitable, however, in view of the constant increase in demand and the greater cost of production.

Some store windows would justify the belief that the real original "old curiosity shop" had been discovered. Although a good variety of articles in a window is wise, there is no necessity for a heterogenious collection of odds and ends. Slovenly confusion of goods will never awaken the desire of possession in the mind of the passer-by.

A merchant's business system should not be like Dickens' Circumlocution Office—the maximum of red tape and detail combined with the minimum of effectiveness. A simple system of bookkeeping is all that is necessary in the average sized store. Nevertheless, it is essential that the books be well kept so that the merchant can always tell where he stands.

How Stock-Taking Should Be Followed Up

Hold After-Inventory Sales to Clear Out All Left-Over Goods—Methods adopted of Conducting These Sales—Rearrange the Stock in Your Store—Pay Attention to Collections and to the Buying End.

Stock-taking has been completed now in a great majority of the hardware stores throughout the country, and the question faces the merchant, how to get the greatest possible benefit and to effect the most practical results from the work. It is not mere idle curiosity that prompts the merchant to take stock. He wants to know where he stands, not merely for the pleasure of knowing, but for the purpose of applying the knowledge thus acquired in the conduct of his business during the coming year.

To take stock thoroughly is an important consideration; to properly follow it up is fully as important.

By making an inventory, the hardwareman finds out exactly what stock he has in his store. He unearths old goods, resurrects odds and ends from shelves and corners and generally "rounds up" the contents of the establishment. An after-inventory sale is, therefore, one of the first steps to be taken as soon after stock-taking as possible. It is not necessary to clear out the left-over goods at one big reduction sale. Many merchants do this, but others follow the idea of gradually shoving these lines to the front and disposing of them by degrees. It is important, however, that a selling plan of some kind should be devised to effect the disposal of such goods without fail.

Odd Lines Sold Out.

The Russill Hardware Co., Toronto, is vigorously pushing sales of odd lines of goods, which were brought to light during the process of stock-taking. One window in the store has been given over for this purpose and has been filled with a collection of goods of all kinds. Price tags are prominently shown and the figures attached to a great many of the articles are certainly calculated to effect a prompt clearing out of such lines.

For instance, part of the window space is given up to meat choppers selling at 98 cents. Descriptive literature, bearing on the practical qualities of the meat chopper, is prominently displayed. Raisin seeders, pots, pans and general household utensils are shown, all selling at a very reasonable figure.

Outside the store, a number of seasonable lines are grouped. A bundle of odd snowshovels are marked at 15 cents apiece. A barrel of axe handles are shown, which sell 2 for 15 cents. Extension ladders for 15 cents per foot are displayed.

A Nine Cent Sale.

B. W. Thomas, Hartford, Ont., has conducted a sale of goods in which the figure 9 has been featured. The price of everything sold during a period of three days contained 9. For instance, goods formerly priced at 75 cents, were marked down to 69; dollar goods sold for 99, or in some cases 89. "It doesn't look like much of a saving," said Mr. Thomas, in his advertising, "but see, you get a ten cent article for 9 cents. You buy a lot of ten cent articles, and this sale really gives you a 10 per cent. discount." On each day of the sale, interest was stimulated by advertising a "leader." Coal oil was sold one day for 9 cents a gallon between the hour of 9 and 10 o'clock. The reduction was so marked that a represntative from nearly every family in town visited the store and bought kerosene. In this way the store was crowded and other goods sold almost as readily as the coal oil. Mr. Thomas found his "9 cent sale" a great trade getter, as well as a most effective way to clear out his stock.

Rearrange the Stock.

After stock-taking the merchant should turn his attention to the question of improving the appearance of his store. Much improvement will necessarily have been effected in the stock, but the good work should not be permitted to drop there. Would it not be a wise plan to start the business of the new year with a rearrangement of the store interior? Customers like to see changes in the store where they are in the habit of calling regularly. Seeing the same goods invariably in the same places becomes monotonous in time.

By shifting the showcases around a little, moving the stoves to the other side of the establishment, or by making some such changes as may be found expedient, the store can be made to look newer and brighter.

Look After Collections.

A paramount consideration is prompt attention to collections. Having ascertained, through the medium of the inventory, exactly where he stands financially, the hardwareman should lose no time about realizing on outstanding accounts. Start the new business of the year with a clean sheet, if possible; if that ideal condition of affairs is unobtainable, start off with as few debtors on the books as possible.

Some hardwaremen resort to "conscience stirrers" in order to bring slow pay customers to time. One man employed the following terse appeal: "Man is dust. Dust settles. Are you a man?" It is not wise, however, to leave the question of the "settling" entirely to those whose names appear on your books. The merchant should himself follow up the matter energetically and see that accounts are settled up.

The Question of Buying.

Stock-taking should be followed up by a close scrutiny of the buying problem. The dealer has ascertained exactly what he has in stock, and is able to gauge with a certain degree of accuracy the probable extent of the demand in each line. He is in a position to plan out a "buying campaign" for the year, deciding how much he will need in each line, and how much it will be advisable to spend in every department. The appropriations thus made could be altered later on as circumstances suggested, but the following out of this plan would doubtless bring better results than mere promiscuous buying all the year around.

The period immediately following stock-taking is one of the most critical of the whole year. Prompt attention to the problems which now present themselves will enable the hardwareman to enter the work of the year on a better basis, and with all details of the business carefully planned and well in hand.

A Novel Method of Selling Stoves--- Offer a Good One For Sale by Tender

Necessity is the mother of invention. Many dealers regard the selling of stoves during the winter months as a necessity, and out of this need has grown many an original and ingenious idea.

A plan recently evolved, and which is now being adopted in many sections, is to sell a range by auction. The idea is carried out in this way. A dealer picks out one of the best heaters or ranges in his store and offers to sell it by tender. It is placed on display in the window, and the sale advertised widely. Tenders are received by mail up to a certain date, and they are then opened and the stove is sold to the highest bidder.

In one case recently a dealer offered a $50 range for sale in this way. About two dozen bids were received, the highest of which was $33.50, and the range accordingly went at that figure. The dealer had sold a first class stove at a very low price, but, by so doing, he had acquired just exactly the information that a stove dealer needs to carry on a successful selling campaign—the names of practically all the people in the district who needed stoves and were prepared to buy if the price were made attractive enough. The fact that these people had tendered on the range proved that conclusively. Each one of the tenderers was promptly canvassed by the dealer in person, and he made quite a number of profitable sales.

Tendency to Improve Store Facilities is Marked

New Stores are Being Modeled on Progressive Lines—A Rest Room Established by a Perth Firm — A. E. Campbell, of St. Thomas, Enlarges His Quarters.

The rapid growth of the hardware trade is indeed, noteworthy. Its expansion is quite in keeping with the growth of Canada. Every week sees a large number of new hardware stores established in the West, and reports of store extensions come almost daily from all parts of the country.

Likewise, the trade is becoming broader in its scope, and new lines are constantly being taken up and handled with success. The ever widening complexity of life appreciably increased the necessities, and the variety of articles and appliances that are now used would indeed prove bewildering to the people of past generations. As a natural sequence, the merchant of to-day cannot confine himself to the few lines that his predecessor in business carried. To keep up with the times, he must handle a comprehensive stock, in order to meet the requirements of a more exacting public.

Store requirements are different to-day from the general model not such a long time ago. It is gratifying to note that most of the newly opened establishments are modeled along progressive lines. More allowance is made for light in the store. There is more space fos adequate display and for the convenience of customers. The old time counter is more or less displaced by the modern showcase and "silent salesman;" large windows are found in place of the smaller and less useful kind; ingenious appliances are being adopted for the storing and display of goods. Stores are brighter, more attractive and healthier than they were before.

New Ideas to the Fore.

In many of the new stores, ideas, distinctly original and useful, are found. New ways of arranging and displaying stock, better facilities for winter display and improved methods of storing are among the innovations being introduced.



South Half of A. E. Campbell's Store, St. Thomas.

A Rest Room.

James & Reid, of Perth, Ont., have completed and moved into a new store, which is admirably designed and embodies many excellent suggestions. A complete description of this establishment will appear later, but passing reference might be made to one of its features—a rest room for ladies. It is completely at the disposal of visitors of the gentle sex and is neatly and comfortably furnished. Magazines are provided and there is a lavatory and wash-room adjoining. The adoption of a plan of this description points to a progressive spirit and shows that the hardwareman is becoming aroused to the possibilities of greater trade.

Store is Enlarged.

A gratifying evidence of improvement of trade conditions in the older provinces of Canada is the tendency on the part of hardwaremen to meet the requirements of an expanding business by enlarging their premises.

A. E. Campbell, St. Thomas, has enlarged his store to double its previous size by taking in adjoining premises. He now has 3,270 square feet of floor space, a frontage of 32 feet and two large show windows. The stock carried includes a full line of general hardware, sporting goods, lamps, lighting supplies, cutlery, house furnishings, tinware, graniteware, woodenware, paints, oils, glass, stoves, etc. The interior arrangements are well designed to faciliate the carrying of an extensive stock.

The accompanying pictures give two views of Mr. Campbell's improved store. One criticism that might be voiced is that the ceilings are utilized too freely for the display of divers lines of goods. The general arrangement is commendable.



North Half of A. E. Campbell's Store

HARDWARE HOCKEY.

Montreal, Jan. 18.—There were three games last night in the Hardware League. The winners in the first two games were Thos. Robertson and Frothingham and Workman. The third game, between Canadian Fairbanks and Lewis Bros. ended in a tie.

Toronto, Jan. 18.—At the Excelsior rink, on Tuesday night, the hockey team of H. S. Howland, Sons & Co., defeated W. R. Brock & Co., by 4-3. The going was good, with clean, fast hockey showing throughout. Ledger and Ghent shone for the winners and Flood and Gillespie for the losing team.

Pointers for the Sporting Goods Department

How Skate Sales can be Boosted—Obtain a Connection With Sporting Clubs Through Some Member of the Staff—Lay in Spring Goods Early—Take up Motor Sundries and Supplies This Spring.

The sporting goods department has become an important branch of the hardware store. The demand for sporting goods is a continuous one. It is sustained through periods of depression, because financial stringency does not affect man's love of outdoor sports. It is kept up the whole year around because every change of the season brings some branch of sport to the fore. The hardware store is securing an ever increasing share of the trade and the public is recognizing this fact.

There are a great many ways in which the hardware dealer can improve his standing with the sport-loving fraternity, the most effective being to have some member of the staff actively associated with athletic circles. Having a representative as an officer of the local hockey club, will bring the skate and hockey supply trade to that particular store almost exclusively. Some merchants fail to recognize the wisdom of allowing clerks to spend part of their time in working up a connection of this kind. A case may be quoted where a young hardware clerk was an active member of all home sporting clubs and associations. He was a good hockey and lacrosse player himself and one of those active, enthusiastic workers, who are responsible for keeping sports alive in small towns. Friends would drop in during the day to discuss matters with him and some of his time was undoubtedly lost in this way. At the same time, the sporting goods trade of the town was centred in that store. The proprietor, who was a hard worker himself, considered that his clerk was wasting too much time and expressed his dissatisfaction. The clerk took the hint and left, securing a position with a rival hardwareman. He took the patronage of the sporting fraternity with him and his erstwhile employer found that the loss in that department was greater than the salary he had paid the clerk by quite a little.

It is considered by many a good plan to put the sporting goods department under one man and allow him the time and scope to work it up. If the young man selected for the post is energetic and ambitious, he can do a great deal toward improving the store's trade.

Boost Skate Sales.

Efforts at the present time should be devoted to skate sales. Some merchants have adopted the plan of encouraging the formation of skating clubs and offering prizes for fancy skating contests. Both methods are likely to show results, as interest in skating will be materially increased by such means. If a skating club is formed, many young people will be brought out who would otherwise not have done any skating that season. It insures also that many will discard their old skates and invest in new ones, in order to keep up to the standard set by other members. The offering of prizes for fancy skating contests creates an added interest in the sport and, more important still, makes it necessary for contestants to use the very best grade of skates on the market.

Sell Quality Skates.

A Toronto supply house manager tells the following incident, to show what can be done to raise the standard of skate sales. A small hardware dealer in a town of meagre proportions last year placed orders for such quantities of the very best quality of skates that the wholesalers became interested. They found, however, that he had not been overestimating the demand. He was selling the skates just about as fast as he bought them.

His plan had been to sell the best grade of skate he could obtain to a few young people who were actively interested in skating circles. The very apparent qualities and fine appearance of these goods attracted much attention. Others noticed them and asked questions. They in turn bought skates of the same kind. It became contagious and the store sold as many pairs as could be obtained.

An Effective Window.

A good window display is a great help.

Herbert S. Doan, with the Marshall Hardware Co., Medicine Hat, arranged a salesmaking window, which contained skates only. In the centre of the background a framework, made of the rims of buggy wheels, was erected. Over this, white bunting was pleated, divided horizontally by rows of red ball puffing. The same scheme of decoration was followed out in the background. Glass was laid on the floor, with cotton batting around the edges to represent snow. The figure of a little girl was placed at the edge of the ice in the attitude of putting on her skates. Branches of fir trees were used to represent bushes around the edge, and diamond dust had been sprinkled over all to give a frosty appearance. Skates were displayed on the glass and in the background.

Lay in Stock Early.

It is not too early to lay in stock for spring sales. The ardent sportsman will begin to think of fishing rods and tackle before the frost is out of the ground. It is equally certain that the golfer will be ready to start for the links just as soon as the first thaw has taken away the deepest of the snow. The sportsman believes in being prepared well ahead of time and he expects the dealer to be ready to sell when he is ready to buy. If the stock of spring sporting goods is not ready bright and early, the first sales and possibly a good bulk of the later ones will go elsewhere.

Lay in Motor Supplies.

The automobile industry in Canada is growing rapidly now. The invasion of the motor is only commencing, however, and each year sees a larger increase in the purchases made. Naturally, the demand for motor supplies and sundries is growing apace and there is a splendid opportunity for the enterprising hardwareman to enlarge the scope of his business.

The hardware store is the logical medium for the handling of automobile supplies and it is undoubtedly the spot that the chauffeur will first seek out. Among the articles which might be handled are the following: automobile jacks, hand oils, valve oils, cotton waste, double and single end wrenches, 4 or 5 sizes, 6-in. combination pliers, 6 and 7 inch side cutting pliers, 6, 8 and 10 inch pipe wrenches, screw wrenches, copperized oil cans, dry batteries, hand soap, polish, for automobile bodies, hammers, files and an infinite variety of like articles.

A glance over this list will demonstrate that such goods should be handled by the hardware dealer, insomuch as they are distinctly hardware lines.

Some Short Pointers.

Have a section of the store devoted to sporting goods. Do not distribute the stock promiscuously throughout the store.

Many stores are running discount sales in skates now.

No stock will deteriorate quicker than sporting goods if allowed to lay around the store. Turn over the stock quickly; do not allow odds and ends to collect.

Convenient methods of arranging fishing rods in frames can be learned from the supply houses and manufacturers. Ask them about it.

The golfing trade is a profitable one to have. Why not plan a "golf window" for some time early in spring? There are infinite possibilities for effective displays.

Some firms offer a cheap baseball with every purchase of a certain amount in the spring. It gets the boys interested in the store.

HIGH-SPEED STEEL.

The most lucrative branch of the steel trade is the manufacture of high-speed steel. Sheffield virtually has the monopoly of the trade; it has been demonstrated that high-speed steel made in the United States or on the Continent is not satisfactory, and the American manufacturer buys some of his supplies from Sheffield. The improved qualities sell at from 2s to 4s per lb. The cutting power has been quadrupled in some instances. The effect is to make it possible to take very much heavier cuts in lathes and other machines than could be taken with ordinary tool steel. The output of engineers' tool shops is thus greatly increased, and, moreover, great changes have had to be made in the designs of the machine tools themselves: additional firms have taken up the manufacture during the year. It was predicted that the greater durability of the improved qualities would preclude the possibility of the trade being maintained at a high level, but the experience has been that the demand is continually increasing.

The Sheet Metal Industry is Expanding

Steel Building Goods are Being Used More Largely Than Ever Before—A Brief Sketch of the Evolution of the Industry Up to the Present — Hardwaremen Handle the Line and are Proving the Best Sales Medium.

There is probably no industry to-day developing more rapidly than the manufacture of sheet metal for building purposes. Durability, economy and artistic appearance are among the qualities which metallic materials possess. Metal is being applied on buildings of all descriptions, both on exterior and interior, in ever increasing quantity.

It is impossible to say when metal was first used for building purposes. Old cathedrals, ancient castles and buildings, that date back many centuries, show the use of lead, iron and copper. Biblical records point to the use of gold and silver in the structure of the temples in the olden days. City gates in India, palaces and Hindu temples are in many cases sheeted with metal.

Tin roofing has been in use in America for probably 100 years, but for the last half century galvanized iron roofing has taken the place of tin in Canada. About 30 years ago, stamped sheet roofing was introduced and has developed very rapidly. The manufacture of metal ceilings has been carried on for a large share of that time, but it is only during comparatively recent years that it has been widely exploited.

Painted Black Steel.

Metal roofing in the first place consisted of painted black steel. The great fault to be found with this material was that it was not sufficiently durable. In fact, it possessed rust resisting powers only so long as the paint lasted. Recognizing this great fault, the manufacturers gradually evolved the galvanized sheet, which, as experience has proven, is practically non-corrosive.

It was found at first, however, that the cost of producing galvanized sheets was considerably in excess of the old style painted steel. In those days most builders lacked the foresight to see that quality should be considered before price. They preferred the cheaper article.

One Canadian firm found that during the first few years the galvanized article was on the market, their sales did not total more than 10 per cent. of the amount of metal roofing sold. After seven years experience, they found that the sales had grown to 25 per cent. as against 75 per cent. painted black steel. As time progressed, builders grew in wisdom and to-day the order is reversed—90 per cent. of the stock sold is galvanized and 10 per cent. painted.

Of course, with the improvements in process which time has brought, the cost has been reduced. Galvanized sells now for little more than the painted steel roofing did twenty years ago.

Will Last Indefinitely.

Metal roofings have many advantages. If the building is in a reasonably sheltered position, the roof should last as long as the structure itself. Recently a new roof was put on the Ontario Agricultural College building at Guelph. Commenting on the life of the old one, a correspondent of Hardware and Metal writes:

"The College officials informed the writer that it had been on some 28 or 29 years, and we think it had been subjected to about as severe treatment as a galvanized roof could be put to, namely, the whole roof had been used for years as a promenade or observation point for the thousands of visitors who come to the college annually. Being a flat roof and on the highest points of the building, they had been in the habit of tramping it freely. We are not in position to say in just what condition it was when taken off, but understand the contractor used it for other purposes after trimming it up. We can understand that a roof properly put on will quite easily last for 40 years, if not subjected to the treatment this one got."

As Good as Ever.

When not exposed to treatment calculated to wear it out, metal roofs have been known to outlast the forty year limit. W. Lochead, of Forest, Ont., writes:

"Re your inquiry regarding roofs, would say our store has been covered now for over 40 years and as yet looks good for 40 more as we can see nothing wrong with it."

Patented Devices.

Each manufacturer has a device whereby the shingles are locked together and a "gutter" provided, in which all water collects and is drained off. The arrangement in each case, however, is so simple that the laying of the shingles is not rendered difficult.

Metal Sidings.

Corrugated sheets for siding purposes are coming into more general use and hardly a place can be visited now where at least one building will not be seen covered with this material. In the west it is being utilized largely for the fronts of buildings and some very handsome stores are to be seen finished in this way. For warehouses and elevators it is most frequently used. Many barns are built of it throughout, the sheets being laid on over the framework. Residences are also being constructed of metal siding.

The Metal Ceiling.

There are records of metal ceilings having been used in Germany in the construction of large buildings and factories as far back as 1840. At that time, their artistic possibilities were not realized; their merit lying solely in their fire-proof qualities. There ceilings were shallow embossed steel sheets, the embossing being intended to facilitate accurate fitting rather than with any idea of rendering them attractive.

In the early nineties metal ceilings were manufactured in Canada, but not on a very large scale. Gradually, however, it became apparent that the new idea could be developed to include artistic effect in its range. New designs were selected and dies made which permitted deeper embossing. Architects began to take notice. They found that the metal sheet afforded them ample scope for ceiling and mural decoration at a comparatively small cost. They began to use the material largely and the public soon set the seal of hearty approval on the new idea.

Metal ceilings are now used for every possible class of building—churches, theatres, public halls, stores, offices, residences. Sheets are made to suit every purpose and all tastes. The range of designs runs from the extremely simple to the most elaborately ornate and practically every color combination can be obtained.

Dome and beamed effects are now possible on account of the ceilings being made in forms as well as sheets, both being shaped for easy application and perfect matching. Designs are made to fit in with any kind of architecture —Gothic, Colonial, Louis XIV., Greek, Roman, Italian Renaissance, Moorish and Rococo. New ideas are being constantly exploited.

Handled by Hardwaremen.

Agencies for metal sheets are handled to a great extent by hardwaremen, particularly in the west. If the dealer shows an energetic desire to get business, he finds the returns very satisfactory.

Some dealers have taken up the plan of canvassing during the late winter and early spring months. Doubtless, at the present time there are some aggressive dealers already out on the warpath for the particular line that they are handling.

RAZOR MAKERS AFFECTED.

The Ironmonger says: "Razor makers are affected by the increased price of rubber. Vulcanite scales have been advanced by 25 per cent., and are likely to go still higher. To large makers this means a considerable sum in the aggregate, and they are unable to modify selling prices of finished goods so as to recoup themselves. The export trade in cutlery continues to expand in Sheffield, and as spring-knife cutters are in limited supply it is feared that orders may have to be turned away in the near future. Some firms have installed machinery which will lessen the amount of hand labor required in putting knives together. It is said that through the use of mechanical means Solingen makers are in a position to meet a practically unlimited demand.

EXTENDS INVITATION.

E. B. Loucks, Winnipeg manager for Brandram-Henderson, has issued a circular invitation to hardwaremen in Western Canada to visit the office of the company during the big bonspiel in Winnipeg in February. Mr. Loucks states his intention of making his office the headquarters for hardware dealers who visit the western metropolis during the big curling meet.

STORES BURNED OUT.

Tofield, Alta.—Ryley, a village 14 miles east of here, on the G. T. P., was the scene of a disastrous fire, which burned out a majority of the business places. Among the stores burned were Burgar & Bolton's, hardware, and Kjosness' hardware and implements store. The losses will total about $20,000.

Current News of Hardware Trade

An Increase Is Expected

Advices from the Old Country are to the effect that an advance on cutlery is among the probabilities. There have been increases recently in pearl-handled goods, but it is now practically assured that a further raise of 5 per cent. will be seen shortly. The makers find that they have to pay more for the material now; in fact, the cost of pearl has seen steady advances of late. The demand for this class of cutlery has largely increased and it is now difficult to secure sufficient material to meet the demand.

Discussing the causes of the predicted changes in cutlery prices generally, the Ironmonger says:

"It is highly probable that the leading manufacturers of the better qualities of Sheffield cutlery will advance their prices by 5 per cent. early in the year, in order to recoup themselves for the increased cost of production caused by the dearness of natural hafting material and the expense incurred in carrying out the recent Home Office regulations for grinding-shops. The changes rendered necessary by these regulations, which are now completed at almost every works in Sheffield where grinding is done, have cost from £200 to £1,000, according to the size of the establishment, while the maintenance of the various appliances installed in connection with the regulations will constitute an additional small permanent charge upon the manufacturers. There has been no change in wages in the cutlery trade for some considerable time, but the hand forgers of blades are now asking for an advance. As a result of severe competition, due largely to the multiplicity of small makers seeking a share of the trade, the manufacture of cutlery has during recent years been very unsatisfactory from the point of view of profits. It is significant, however, that the firms which have maintained quality and refused to cut prices appear to have fared the best. The question of advancing prices has been discussed informally by the leading makers, and it is expected that they will act concertedly in the matter."

Not a Large Advance.

In commenting on this statement, a Toronto manufacturers' agent points out that an advance in Canadian prices will ultimately result, but that it will not be large.

NEW REFINING PLANT.

Medicine Hat, Alta.—The Alberta Linseed Oil Company, capitalized at $500,000, will erect a refining plant of large dimensions at Medicine Hat. The choice for the location of the works fell on Medicine Hat by reason of the superiority of natural gas over coal in the production of heat necessary for the refining process.

APPOINTED MANAGER.

Thos. Moore has been appointed manager of the Belleville Rolling Mills, which is a branch of the Steel Company of Canada. Mr. Moore was connected with this firm shortly after it started in business, but resigned to take position of salesman with the Canada Screw Company, Hamilton. "Tom" has been calling on the hardware trade for some years, selling them horseshoes, nails, bolts, screws or some other useful article, and his many friends will be glad to hear of his promotion.

BY-LAW IS AMENDED.

Toronto.—The fire and light committee decided, on motion of Ald. Dunn, to amend the by-law regulating the erection of gasoline tanks, to provide for their construction within 25 feet of any building, if placed underground and covered with three feet of earth or concrete, which must not be above the level of the street. The change is being made as a result of protests from property owners against a naptha tank, which protruded three feet above the ground.

Fire Chief Thompson considers that tanks properly installed and buried three feet underground are perfectly safe.

NEW COMPANY ORGANIZED.

The Western Foundry & Metal Company, Calgary, has taken over the wholesale department of the Woodhall Metal Company which is composed of a full line of sheet metal goods. In addition to this line, they will carry a full line of heating goods.

The company is erecting a brick warehouse on the corner of Seventeenth Avenue and Eleventh Street East, Calgary, which will have a floor space of 30,000 square feet, with a private loading platform at the rear.

The officers of the company are:— P. S Woodhall, general manager; George A. MacKenzie, sales manager; A. J. MacWilliams, credit manager.

The company will conduct a strictly wholesale business, and will be in no way connected with the Woodhall Metal Company, who will continue to carry on their manufacturing and concreting business.

TO VALIDATE LOAN.

Owen Sound.—At a special meeting of the council, it was decided to ask the Legislature for a special act to validate the by-law to loan $20,000 to the Canadian Heating and Ventilating Co. This action wa taken merely to clean up a doubt as to whether the by-law complied with the Municipal Act.

The company is rapidly increasing its output and the loan is made to enable them to extend their plant.

Prosperity in Mother Country

Toronto, Jan. 20.—Major Benjamin, of Samuel, Sons & Benjamin, London, England, is in the city on a short visit to their Toronto house, M. & L. Samuel, Benjamin & Co. In conversation with a Hardware and Metal representative, he stated that conditions in the mother country were undoubtedly prosperous and promising. The iron and metal industry particularly is showing activity, due to several causes. One of the contributing factors is the settlement, for the time at least, of labor difficulties. The naval program of the government has also helped to make the steel and shipbuilding companies busy.

"British capital is finding a constantly enlarging market in Canada," said Major Benjamin, "and undoubtedly more attention is being paid, and will be paid, to the trade in the Dominion. In this connection, a note of caution should be sounded. The placing of unsafe Canadian investments and wild-cat schemes on the British market will very seriously impair the credit of this country. British capitalists will be inclined to judge Canada investments as unsafe if many of these schemes are exploited over there."

Prospects are Good.

General optimism prevails in financial and industrial circles in the old country, in respect to the future. No fear of depression is entertained there and industries are fearlessly expanding in the expectation of continued prosperity.

NEW BRIDGE CO.

The Montreal Herald announces the existence of a new corporation in the National Bridge Co., with a capital of $1,000,000 and $3,000,000 bond issue. A large plant is being constructed at Longue Pointe.

RETAILERS PROTEST.

Montreal.—The Montreal Retail Merchants' Association held a special meeting to discuss the sale of glass direct to the consumers. It was advanced that such methods were unfair to the retailer and a committee was appointed to go into the matter, consisting of Chairman Arthur Leger, M. A Raymond, D. Ferrati, L. P. Vienne, M. Valliere, M. Deschamps.

MANUFACTURER ON TRIP.

W. S. Fisher, president Enterprise Manufacturing Co., Sackville, N.B., is in Toronto on a short trip.

HARDWARE TRADE GOSSIP

Ontario.

C. E. Noble, formerly of Shelburne and Dundalk, has opened a hardware store in Vancouver, B.C.

Heppler & Helvig, Hanover, have sold their hardware business to Young Bros., who take possession in March.

At a meeting of the directors of the Springer Lock Manufacturing Co., Belleville, a dividend of 7 per cent. was declared upon the first preference stock.

J. E. Hussey, Melbourne, has sold to R. C. Thompson of the Caradoc Ekfrid Telephone Co., who took possession on January 16. Mr. Hussey is removing to St. Thomas.

The hockey team of the Bond Hardware Co., Guelph, defeated the J. B. Armstrong Co. team by 3-1. Bond's lined up: N. Barber, Rance, Taylor, Lindsay, Foster, Chubb, R. Barber.

Pinchin, Johnson & Co. have started two new salesmen on the road. John W. Connor of Kingston will represent them in Eastern Ontario, and A. M. Towe in Western Ontario.

After quite a lengthy debate, Ald. H. Occomore, dealer in stoves and tinware, Guelph, was placed on the Guelph Junction railway board. His opponent for the honor was Ald. H. Mahoney, plumber.

P.S. Woodhall, president of the Western Foundry and Metal Company, Limited, Calgary, has gone to Toronto, Montreal, and other important cities in the East, on a business trip.

J. G. Lorriman, the new editor of Hardware and Metal, was presented with a gold-headed cane by the Metal Shingle and Siding Co., Preston, on severing his connection with that firm. The office staff and travelers presented him with a gold-headed umbrella.

About twenty friends gathered at the station at Sydney N.S., to say farewell to Henry Court on his departure for Fort Frances, Ont. Mr. Court, who has been with the McLeod Hardware Co., has accepted a position with the Wells Hardware Co., of Fort Frances.

Quebec.

A. Lemieux of Henryville, was in Montreal last week.

Mr. Langevin of St. Timothe, paid a visit to Montreal early last week.

The Dominion Wire Co. is at work again with almost its full complement of men. There is talk of the erection of a furnace by this compnay and a plant to produce steel rods, but it is evident that if such additions are contemplated, plans have not yet been perfected. There is a site for the plant on the Wire Co.'s premises.

Western Provinces.

C. S. Brown has opened a hardware store at Ermine, Sask.

Jackson Bros. have started a hardware store at Cowley, Alta.

Hersel Henry, tinsmith of Strathcona, has old to Emil Klapstein,

George Nameth has left the Cupar Hardware Co. and returned to Winnipeg.

Wm. G. Cooper, dealer in hardware, Goodlands, Man., has sold to T. S. Curran.

J. E. Olson, Carnduff, Sask., has sold his hardware business to Sparling & Shore.

Thos. Hayes, who has been manager of the Farmers' Hardware and Grocery Store, Weyburn, Sask., has left for Vancouver.

Mair & Burton, hardware merchants, Minnedosa, Man., have dissolved partnership. The business will be carried on by Thos. Mair.

It is reported that Hunter, Kendrick & Co., Greenwood, B.C., have sold their stock of hardware to A. S. Howse, who will remove it to Merritt.

J. D. McBride, Cranbrook, B. C., has appointed R. L. Brown, formerly manager of the Ashdown Hardware Company, Nelson, as general manager

The Kelly block, in the very heart of the wholesale section, Winnipeg, was destroyed by fire. The total loss will be $400,000. The Wingold Stove Co. was among the firms burned out, their loss being fixed at $25,000, with $16,000 insurance.

The merchants of Portage La Prairie are considering the advisability of forming a retail merchants' association. A meeting was held recently, at which an address was delivered by Mr. Mulvey, chairman of the Retail Hardware Merchants' Association.

DISSTON BANQUET.

An informal banquet was given early in January by Henry Disston & Sons to their representatives who went to Philadelphia from all parts of the Union and from Canada to attend a series of trade conferences. Besides the corps of salesmen, there was present at the banquet a large number of saw experts who spend their time in lumber camps and sawing centres to aid millmen in any and every way that their experience and knowledge enable them to render assstance. All the executive departments of the great home organizations were also represented.

Business reports brought in from every section of the United States are optimistic, and men who are in the closest possible touch with actual conditions are confident of boom trade for the lines they represent.

During the week all representatives made careful study of the manufacturing processes and executive policies of the great plant in Tacony. Officers of the company have spared no effort to thoroughly acquaint their men with the principles, purposes and ideals of the great organization of which they are a part.

Mr. Robert J. Johnson, second vice-president, acted as toastmaster at the banquet.

With Mr. Johnson at the head of the table were Mr. William Miller, secretary; Frank Gould, manager of shelf goods, and E. F. Cooper, manager of the mill goods department. The toastmaster called upon:—John C. McCauslan, on "Inserted Tooth Circular Saws;" Al. Uhl, on "Crosscut Saws;" Geo. Koons, manager, on "Missionary Work;" L. M. Chase, on "Mill Goods;" S. W. Batty, on "Missionary Work;" J. M. Cole on "Shelf Goods Trade New York and Penna.;" Chas. H. Johnson, on "Shelf Goods N.W. and Pacific Coast;" Wm McIntyre, on "Prices and Discounts;" Geo. Eckhardt, on "Shelf Goods Trade in the Middle West:" L. L. Mather, on "Mill Goods Trade in the Cincinnati Territory;" John Haslan, on "Mill Goods Trade in the Chicago Territory;" D. W. Jenkins, on "Mill Goods Trade in the Seattle Territory;" Chas. Weston Cole, on "Crosscut Saws in Carolinas and Va.;" Thos. Connick, on "Crosscut Saws in Pennsylvania;" John L. Glenn, on "Machine Knives, Files, etc.," Frank Vaughan, on "Crosscut Saws in the South-West:" W. C. Collins, on Crosscut Saws in W. Va.;" W. E. Bell, on "Crosscut Saws in Canada:" E. A. Platt, on "Large Circular Saws for Cutting Metal:" Chas. H. Cooper, on Mill Goods in the Carolinas;" Wm. Miller, on "Manufacturing;" A. E. Kester, on "Mill Goods in Washington;" F. M. Bassler, on "Advertising;" Elmer Roberts, on "Shipments;" E. F. Cooper, on "Mill Goods;" Frank Gould, on "Shelf Goods;" George Rogers, on "Files;" William Bumm, on "Salesmanship and Buying;" George C. Baude, on "Credits."

EX-HARDWAREMAN DEAD.

Peterboro, Ont., Jan. 16.—Ex-Mayor Henry Best died this afternoon at the age of 75 years, all of which had been spent in his native place. Mr. Best was formerly in the hardware business. He was a member of the city council from 1892 to 1906, the last two years as mayor. He had a large part in the inauguration and construction of the city sewerage and granolithic pavement

---

NEW FIRM STARTS.

Woodstock.—The store recently erected by Davison & McInnis, is now occupied by them. It is a fine structure and a full line of hardware and plumbing supplies is carried. The firm consists of Geo Davison, formerly of McKiggan & Davison and Lorne McInnes, formerly head plumber with E. S. Coppins.

The Tobin Arms Co. have built an addition to their factory, which will be in running order soon. They are to put a new line of wood bits on the market.

Geo. H. King has patented a new vacuum cleaner and has established a factory here for its manufacture.

A WORD OF PRAISE.

Bennett & Reid, Merritt, B.C., write: "Our Mr. Reid was for some years in the employ of Emerson & Fisher, of St. John, N.B., and while there was a constant reader of Hardware & Metal from which he derived a good deal of help in that line of business."

current news

News and Methods of Canadian Hardwaremen

Pre-Inventory Auction Sale Held by Guelph Firm — News From the Convention City—New Store Started at Woodstock.

PRE-INVENTORY AUCTION.

Guelph.—Every year after the Christmas season, and before the stock-taking season commences, The Millan Bros., Wyndham street, hardware dealers, hold a sale of their yet seasonable goods by auction. "We find it an excellent plan of disposing of our surplus stock while yet it is in season, and therefore in demand, without having to hold it over until the next season," said the proprietor when seen to-day by your correspondent. It is a popular feature among the local sporting fraternity, providing a method of securing supplies at a reasonable price, while the excitement of bidding up on an article certainly adds a zest to the purchasing. In addition to sporting goods, the sale includes silverware, of which the firm carries a large stock, cut glass, lamps, cutlery, in cases and by the piece, brassware, and farm and domestic necessaries in the hardware line. The sale is held at 3 p.m. and 8 p.m., and is conducted by C. M. Henderson & Co., auctioneers, from Toronto.

Several sporting goods dealers report excellent sales during the past month. Not for years has there been such a revival of hockey in this city, an intermediate and a junior team, and a city league being in good shape, while the local rink is billed almost every night for friendly hockey games. The result is that there is a splendid demand for hockey necessaries. In the junior O. H. A. series, Taylor-Forbes, hardware manufacturers, have a fast team, while Bond's hardware store and the Page-Hersey Co., manufacturers of pipe, both have teams in the city league.

IN THE CONVENTION CITY.

Peterboro.—Retail hardware business is seasonably quiet just now, but all the dealers report that the year 1910 was the best in their history. Manufacturers in the hardware line are either extending their plants or preparing to do so, and the outlook is very encouraging for next season.

The Peterboro Hardware Co., in their retail store windows, are this week making a good display of lumbering tools and blacksmiths' supplies. They have a large business in these lines among the lumbering and mining camps of the adjacent counties.

B. F. Ackerman & Son, harness manufacturers, have about doubled their manufacturing capacity. Their new harness room and long straw collar shop are now practically ready. They are preparing to heartily welcome the visiting dealers at their plant during the convention.

Adam Hall is now operating his new stove foundry. His plumbing and tinsmithing departments are still being carried on at his George St. store, but this will also be moved to the new premises after February 1st.

The Peterboro Lock Manufacturing Co. are greatly extending their plant, and adding some new lines. They are working hard to get things in shape for the convention, so that the hardwaremen will have an opportunity of seeing Peterboro locks in course of manufacture.

J. J. Turner & Sons have made arrangements to enlarge their plant as soon as the building season opens.

BUSINESS IS GOOD AT LINDSAY.

Lindsay.—All the dealers here report that business is unusually good for the season. The sleighing is the best in years with the result that the farmers, who are the backbone of Lindsay's retail trade, are frequently in town. The weather has been co'd but steady, and skates and hockey sticks have been in great demand. A noteworthy feature of this winter's trade, has been the large proportion of high-priced skates that have been sold.

D. Cinnamon, president of the Ontario Retail Hardware and Stove Dealers' Association recently purchased the property in which his store is located, and is making extensive alterations. New shelving is being put in for his graniteware department, and a convenient office has been constructed in the rear of the store. Mr. Cinnamon is lowering the floor of his basement, and installing a hoist to connect the different floors of his building. His stove warehouse and tinshop are also being extended, and when the improvements now under way are completed, Mr. Cinnamon will have one of the largest and most convenient establishments in this part of the country.

Some important heating and plumbing jobs have recently been completed by Boxall & Mathie. They installed two boilers in the Annie Ross Nurses' Home, which was erected as an adjunct to the Ross Memorial Hospital, by James Ross, of Montreal. This was a specially fine job, the piping being all buried in concrete. The plumbing in this building was done by the same firm.

Two new schools have been built in Lindsay during the past season. Both are thoroughly modern and are heated and ventilated by the Pease system of steam and hot air. The heating was installed by Boxall & Mathie.

Business Openings.

The Grand Trunk reports openings for hardware stores in Chawin, Alta., and the following points in Saskatchewan: Atwater, Fenwood, Gerald, Punnichy, Yate and Yarbo.



Christmas window display in store of The Whitten Co., Bracebridge.—One of the best received in recent contest.

Western Canada Hardware Market Situation

Trade is Quiet, but Travelers are Out After Business—Owing to Cold Weather, Winter Goods are Having a Good Run—New Prices are Quoted on Iron Pipe.

Winnipeg, Jan. 19.—There is no change in the Hardware Market situation over last week. Travelers are all out after new business, and at the present time only sorting orders are being sent in. Owing to the prolonged period of cold weather Winter goods are having a good run. This comprises heating goods, horse blankets, tie chains, and winter sporting goods. There is little demand for goods in the following list, but travelers report merchants everywhere in good condition and open to give large orders for builders' supplies, kitchen utensil, and iron and galvanized pipe.

Most of the wholesale houses in the West have completed stock taking, and report large out puts in their complete lines. Goods are coming in from manufacturerrs in larger quantities than ever, and a splendid season's trade is in view. We quote new prices on iron pipe.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted. $2.83; galvanized, $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24. $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; $4.75; No. 16, $5.

No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Galvanized—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in. $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plate—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I.C., full box, $15.00; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware. 33 1-3.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15,

CREDIT MEN MET.

Winnipeg, Jan. 12.—Notwithstanding the inclemency of the weather, the credit men turned up to their usual monthly dinner on Wednesday, to hear Isaac Pitblado, K.C., explain the provisions of the Bulk Sales Act which went into effect a year ago last September.

The Asociation is doing an admirable work in having unravelled for the benefit of its members, some of the knotty legal points not usually grasped by the ordinary lay mind.

It was stated at the meeting that the insurance pamphlets distributed throughout the country were bringing forth numerous enquiries from the retail merchants, and in order that the members of the Association and their customers should be fully advised, it has been decided to retain the services of an expert insurance man, who would be competent to give a decision on any points brought before the association by its members or their customers.

The association decided to apply for application as members of the National Fire Protection Association of America, and from now out the literature of that association will be at the disposal of its members.

It was likewise stated that the mercantile agencies had expressed their willingness to co-operate in the matter of fire insurance by inserting on their mercantile reports information on this important matter, so that in future all reports will contain some mention of fire insurance.

The provisions of the exemption laws governing the Provinces of Manitoba, Saskatchewan and Alberta were also clearly defined to the meeting, and this information will be published in pamphlet form and distributed to all members, so that they may be fully posted on the matter.

It was stated at the meeting that a committee was working upon a form of financial statement, which would be submitted at a meeting of the agriculture implement men for their consideration. with a view to adopting such a form by all members of the implement trade.

The fund for the prosecution of fraudulent debtors is practically complete, and the various committees are working each towards the accomplishment of the various objects for which they were appointed.

FOR THE CLERK.

Why not keep an account of your sales this month and see if you can't do better the next month?

Don't be annoyed when you are asked to wait on children; it leads to better sales from the parents.

If the weather is stormy or cold, don't mention it to your customers. Talk about something pleasing.

Don't call the customer's attention to anything unpleasant or disagreeable; it may have a bad effect on what you are trying to sell.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 48

MARKETS IN BRIEF.

Montreal.

Linseed oil.—3c advance.
Turpentine.—3c advance.
Tin.—1c advance.

Toronto.

Tin.—1c advance.
Linseed oil.—5c advance.
Turpentine.—3c advance.

MONTREAL.

Montreal, Jan. 19.—Tin showed an advance again this week and prices are again quoted higher. Users are buying in very small quantities, although this may not be a wise course to take, for the man who bought a fair supply three weeks ago is in a far better position now than the man who adopts the hand-to-mouth policy. Of course it is very hard to say what course the price of this metal will take. As one man was heard to remark' "The raise in price is undoubtedly due to manipulation for, owing to the fact that 70 per cent. of the mills in the States are closed down, it cannot be said that the demand exceeds the supply.

Trade in general is reported to be good and manufacturers profess themselves well satisfied with the business being done, and say that for the time of year business is above the average.

Pig Iron.—Trade generally seems to be on a steady basis with a tendency to improve. The jobbing trade has been satisfactory considering conditions and a fair amount of metal is being used. Nothing is being bought that is not wanted and stocks are kept very low. We quote: Summerlee, No. 1, $21.50 to $22.00; Middlesboro, No. 3, $18.50 to $19.00; Canadian No. 1, $19.50.

Tin.—As stated above the price of tin again went up this week and the jobbing price now stands 46 cents. No very large amount of buying is being done and jobbers report that orders though numerous are of the small variety.

Copper.—Copper shows a weak tendency and the conditions in New York have as we intimated resulted in a slight cut in price. We now quote 13¾c. No very great demand for this metal is being shown at the present time.

Spelter.—Spelter has been a good seller again this week and the price remains steady. Orders are steady with a tendency to improve. Prices are unchanged and we quote $6.25.

Lead.—The lead market continues to be somewhat dull, although orders are coming in with a fair steadiness. It is not expected that this metal will make any great showing for some time.

Scrap.—Steady buying characterises the scrap market. The market remains unchanged and we quote: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron; No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Jan. 20.—There is a quickened tone and a general all round improvement noticable in the local metal market. The tendency to anticipate weaker conditions, which was rather marked at the beginning of the year, has disappeared entirely. Optimism has displaced the recently prevalent idea in the United States that the new year held forth poorer prospects than 1910. In consequence, there is a healthier tone all around and buying has been fairly brisk for this season of the year.

Tin has held the centre of the stage, as per usual. The syndicate operations in London provide the buyers with no small measure of excitement at times and certainly result in an almost monotonous rise in price. The advance, week by week, has been small but it has been so steady and continuous that the price is rapidly attaining formidable proportions. That it will go quite a little higher is the opinion held locally. The syndicate seems to have most effectually cornered the supply and they do not fail to realize their power to the fullest, as the recent "squeezing" of the bear element eloquently attests.

Copper.—The lack of confidence freely expressed last week in copper has been replaced by a more hopeful mood. Holders of copper are resolutely retaining their stock and the price has not, therefore, shown any tendency to sag. The metal is fairly active and locally there has been quite a little passing.

Tin.—The usual, weekly and inevitable advance in tin was made, an extra cent being tacked on to the price, which now stands at 44 and 45c. This figure hardly represents the advances recorded on the primary markets and the feeling here is that the price is morally certain to advance. "I look for a gradual increase until we strike 50c;" said one man. "It does not seem possible that the price can go beyond that point but the syndicate seems determined to force it up and, what is more, they appear to have the power to do it."

Locally, there is a fair demand but orders are not large. Buyers still prefer to satisfy immediate needs only.

Plates and Sheets.—There is an improvement in tone. Demand is becoming more insistent and the only unsatisfactory feature is the shortage of supply. Many houses are almost cleared out and it would probably not be an exaggeration to say that the stocks now held do not aggregate more than a fifth of the amount usually held. The prospects for rapid replenishment are not too bright and it is reasonably assured that stiff prices will prevail.

Pig Iron.—The stock taking stage is slowly being passed and factories are resuming more active work. The demand for pig iron has shown an improvement therefore. It is not yet very large, however, and the orders received are for small lots mostly. Canadian foundry No. 1 is $19.50, and No. 2, 50 cents a ton less. Old Country iron is quoted at $20 for Middlesboro' No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50 and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50 respectively.

Lead.—Demand has been quiet, but the tone of the lead market is quite healthy. A curtailment in output and increase in the demand is quoted elsewhere as the reason for the improvement. Locally enquiries are being received, pointing to activity in the future. The price remains firm.

Spelter.—The situation with reference to spelter is quiet but normally good. Demand is good for the season of the year and prices are standing firmly.

Old Materials.—There is little demand. Prices are: Heavy copper and wire, 11¼ to 11½c; heavy red brass, 10¼c; heavy lead, 3c; light copper and bottoms, 9¾c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10 to $11; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

ORDERS COMING OUT.

Cleveland, O., Jan. 19.—The Iron Trade Review to-day says:—Orders for steel products which had been held up pending definite announcement regarding the attitude of the manufacturers concerning prices, are coming out, and consumers are specifying against running contracts for first quarter shipment. As a result, the iron and steel market shows an improvement over a week ago and the outlook for the future is more promising. No particularly large orders have been placed and consumers are not buying very far ahead but the aggregate tonnage involved in recent bookings shows a moderate increase and many manufacturers believe that within the next 30 days buyers will be obliged to figure farther ahead in order to obtain delivery when the steel is needed, as a gain in bookings over shipments is reported in some lines. The trade generally expects a gradual improvement from now on.

There is more activity in the pig iron market than for some months. In addition to scattered sales of various grades of iron, inquiries are coming from consumers who have accepted final shipments against contracts previously placed. Inquiries put out for the sole purpose of testing the market have developed the fact that sellers are not inclined to grant price concessions.

Practical Demonstrations.

A window display can be given a practical turn by a demonstration of the value of paint application. For instance, take an old buggy wheel and paint two-thirds of it, leaving the rest in the old, shabby state. A sign on the wheel reading, "Do this to your old buggy," would give point to the accompanying display which would include buggy paint. Another method is to take a chair or some other piece of furniture and finish half of it with varnish stain. Perhaps more effective would be to take two chairs and finish the one, leaving the other untouched.

HARDWARE MARKETS

MONTREAL.

Montreal, Jan. 19.—Trade has shown a considerable improvement during the past week, and shows great promise of reaching large dimensions. Shipments are increasing and may be said to be above the average for the time of year.

Travelers are now all out on their territory and report good business. Booking ahead is reported to be heavy, and spring lines are all starting to move well.

Orders from the west are improving steadily, and reports are favorable as to good trade showing all the way along.

The markets remain firm and unchanged and business all around appears to be good.

Builders' Hardware. — Owing to the cold weather which seems to have taken a firm hold of the whole country during the past week, no very great call has been received for the different lines of builders' hardware although orders have been coming in, in a sorting up way.

Spring Lines.—Booking for spring lines has improved greatly and jobbers report that orders are coming in very well. A good demand has been received for sap spouts and supplies while lawn mowers, freezers, refrigerators, and tools also show stimulation.

Bolts and Nuts.—The demand for these lines is very good and a slight shortage is noticed. However, all the factories are working hard to supply the demand and no change in prices is anticipated. We quote:—Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 10.

Sporting Goods.—The winter lines are on the dull side, repeat orders coming in quietly. Fishing tackle is commencing to move and prospects for a good season are bright.

Lumbermen's Supplies.—The demand for these lines continues to be very good, a steady demand being received for cant hooks and cross cut saws. This business is now at its height, and orders are being steadily received right along.

Wire.—We quote the following prices: —Barbed wire, $2.05; plain twist. $2.55; galvanized wire, $2.20; base coiled fencing (9) $2.25; (12) $2.40; staples bright, $2.60; galvanized $2.85.

TORONTO.

Toronto, Jan. 20.—The situation here is indeed satisfactory. The jobbing houses are kept unusually busy and the orders received are not as exclusively of the sorting-up variety, as might be expected for this season of the year. Many good sized orders are being received. The trade is giving evidences of an increased desire to stock up early, in anticipation of the resumption of more active conditions toward the end of the winter season.

It would be difficult to specify in what direction the demand is heaviest. "General hardware" is perhaps the best way to describe the trend of trade. All goods are moving with more or less regularity. Spring lines have begun to show signs of activity and there is even a little belated demand for the class of goods usually handled for the Christmas trade.

Prices are evenly and steadily maintained. Reports are heard from the west of a drop in barb wire, green wire cloth and wringers and advances in Canada plates, turne plates, tin plates, mattocks and blue stones but locally the quotations on these lines are still unaltered.

Seasonable Goods.—Winter lines are moving with as much activity as could be exoected, sorting up orders being the rule. Still such lines as sidewalk scrapers, snow shovels, blankets, etc., are ordered quite freely.

Spring Goods.—There is a tendency to order early in all lines which might be designated "spring goods." The demand is still comparatively light, although it supplements the present trade very usefully. Fencing, rakes, lawn mowers and goods of that description are included in many shipments that go out. Orders for future requirement are being received fairly freely.

Builders' Hardware.—The steady call for builders' hardware is the surest evidence of the great activity in building circles which has prevailed throughout the past year and which still holds to some extent. The demand is larger than is usually experienced at this time of year and there are signs of an improvement somewhat earlier than usual.

Sporting Goods.—Skates can still be described as steady. Supplementary calls are common and a few good-sized orders have been filled during the past week. A marked tendency on the part of these late buyers, is to order good quality grades, pointing to a demand on the part of the public for the best skates at this season. Hockey supplies are moving briskly and this condition bids fair to hold good until after the hockey season. The uniformly cold weather has resulted in more hockey generally and, as a natural result, a bigger demand for sticks, pucks and other supplies.

Stoves and Heating Goods.—The situation is seasonably quiet in heating lines. Still there are some orders coming in—more, perhaps, than is really desired by the manufacturers. The present season is always counted upon to start working up stock for the year's business. Manufacturers at the present time are busy, preparing for what is confidently expected to prove a record-breaking year. Enquiries from retail dealers show that the same expectation holds in all sections. In some sections, particularly, the coming year promises to be a splendid one.

Heavy Hardware.—There are tendencies of a quickened demand but orders received are still mostly small. Price quotations remain firm. Some western orders are in receipt, which indicate that early activity is anticipated in that quarter.

Straight Talks on Hardware Salesmanship

TALK No. 11 BY VICTOR LAURISTON

He had been behind the hardware counter for several months, yet on certain points he was as green as though he was just off the sod.

"How much is that poultry netting?" queried a customer. "And," he added, quickly, "do you think a child climbing could wear a hole in it? We just want a yard or so to mend a hold in our fence."

The youth scratched his head.

"I donno," he murmured. "Just wait a minute, will you?" Then, in stentorian tones, he called across the store to a fellow clerk:

"How much is this poultry netting?"

"Donno," rejoined the clerk.

At which the youth went scurrying to the back of the store where he repeated the enquiry in a whisper to the proprietor.

"It's twelve cents," he remarked returning, "and it ought to be substantial enough."

A few moments later, as the customer went out, the youth sauntered indolently across to his fellow clerk.

"All that trouble for twenty-five cents," he growled. "This running about the store makes me tired." And he yawned his disgust.

He was lazy; but he wasn't lazy enough to study his goods.

There are two kinds of laziness. There is the laziness that backs away from the immediate task into tasks a thousand times harder. And there is the laziness that wrestles with the immediate task and performs it for the sake of escaping the bigger tasks that will follow if the immediate chore isn't attended to.

Knowledge is the salvation of the lazy clerk—or would be his salvation, if he only knew enough to be intelligently lazy. Knowledge of the stock, of its prices, of its capabilities, of the best methods of handling, making use of it—this sort of knowledge is a godsend to the chap who wants to get the biggest return for the least expenditure of physical effort.

If you want to save things easy, it doesn't pay you to have to strain your voice yelling across the store, and to weary your feet trotting to the proprietor's private office, just for the mere purpose of selling a quarter's worth of poultry neeting. A tithe of the effort this requires, intelligently expended the first time you set eyes on poultry netting, would have taught you all you want to know, and saved you the daily recurrence of just such incidents. You would have been learning a thing once and thoroughly; instead of being compelled to find it out every time there was a call for that particular line of goods.

When you study the stock, and jot down in your memory for all time to come the different prices, the varying qualities, the many uses to which each article can be put, you are working; but you are also saving yourself work. The work you save yourself is more by far than the work you expend. Instead of running twenty times a day to fellow clerks or to the proprietor to obtain information, you will have others of the staff coming to you. And, it is not merely more blessed to give than to receive in this connection—it is also a powerful sight easier.

So, if you are lazy, naturally lazy, study the goods. Tack up on the walls of your mental attic all the facts and figures obtainable in regard to them. Do this; and you will be able to loaf and take things easy while other fellows are running about asking questions.

Dealers Should Take Care of Color Cards

Many are Careless and Waste Much Money by Throwing Cards Away—How Trade Can be Attracted by the Proper Use of the Cards.

When a five-cent piece falls on the floor a man loses no time in getting down and groping around for it. He would never think of letting it stay there nor carelessly kick it into a corner. To him it represents tangible value and he does not believe in letting it escape him.

A color card is estimated to cost from two to six or seven cents. To the paint dealer, it is worth more than the actual cost, but how often does he show in his methods of handling color cards a due sense of their value? Many a dealer, who will search zealously behind the counter for a five cent piece, will carelessly throw a seven-cent color card on the floor and let customers walk all over it until the broom sweeps it up at night.

There is undoubtedly much room for reform in the methods pursued by the average dealer in handling color cards. Some merchants are quite indifferent and do not bother to use the cards that the manufacturer sends. They do not consult them and allow their paint sales to be made in a casual, hit-and-miss way. Others handle them "neither wisely nor too well;" that is, they take no pains to use the cards as they would an article of value. If a customer desires to consult a color card before placing his order, the dealer shows him one. When the customer leaves, the card is not replaced but thrown under the counter or tossed aside. The trouble lies in the fact that the dealer looks on it as a thing that costs him nothing and on which in consequence he places no value. The wise dealer will figure it out that the better care he takes of his supply, the fewer the manufacturer will have to send out. The fewer the manufacturer sends out, the less the cost to him and consequently the dealer's chance of a cheaper rate on paint is just that much better.

If a customer enters a store and asks for a can-opener, he is perhaps shown several articles. When he leaves the clerk does not "chuck" those articles into the corner just because they sell at a low figure. He replaces them where he found them. Why then should not color cards, which represent each a certain amount of money, be handled with equal care?

An even more important consideration perhaps, is the fact that a good chance to improve paint sales is thus voluntarily thrown away. The proper use of the color card is an effectual way of stimulating the demand for paints and many dealers use it to good advantage.

A plan often pursued is to send cards out through the district to prospective customers. Manufacturers will generally supply the necessary amount for this purpose, if the number required is within reason and if there is a prospect of adequate returns. An amusing incident is recalled where a small dealer gave a $25 order to a Toronto paint firm and sent on a list of people to whom he desired literature and color cards sent. The advertising manager was literally staggered by the size of the list and, on investigation it was found that the dealer had sent in the voters' list for the riding. Purely as a matter of speculation, the manager figured up the cost of sending out circulars as desired and found that the postage alone would have cost $30, while the cost of the color cards and printed matter would have been largely in excess of that amount.

The mailing of cards to people who are considered reasonably good prospects has been found to bring good results in many cases and often proves a great aid in working up a larger paint trade.

In Catalogue Form.

Many dealers are far from indifferent or careless in this matter. Some have adopted the plan of filing away all color cards received in a kind of catalogue form, which can be readily consulted and produced when customers enter.

Others still have devised means of displaying them prominently in the store. Not only are they placed in the paint department but prominently in other sections where the eye of every customer is bound to glance them over. In this way they attract attention and doubtless in many cases lead directly to sales.

A Good Window Display of Paints Large Sales Result from Publicity

Many dealers do not realize seemingly the results that can be obtained by good paint displays in store windows. Paint is a beautifying element in itself and the window dresser, by the exercise of some care and a little ingenuity, can arrange a display of paints and varnishes so that the elements of beauty and attractiveness are not entirely missing. Further, a paint window will be found to have distinct value as a salesmaking factor. People will stop and glance over a display of this nature quite as readily as at an assortment of any other goods carried in the hardware store. In many respects the paint window possesses more interest than the usual variety. People will often consider the matter a long time before they decide to redecorate the house or the front fence and in consequence the question of paint is of interest to them right along. On the other hand, many do not realize how shabby their own home looks until they are brought face to face with evidences of the good that fresh paint can bring. An effective display of paint in a store window has often been known to bring about a rapid decision in the mind of the procrastinating house owner.



Display of Paints in the Store of the Abercrombie Hardware Company, Vancouver.

The accompanying illustration shows a window in the hardware store of the Abercrombie Hardware Co., Vancouver, B.C. The display of Martin-Senour paints shown proved quite effective as a business getter.

DO A BIG PAINT BUSINESS IN 1911—USE

M. L. PAINTS

TO MAKE PROFIT

Living expenses are going up. Paint is a preservative. M. L. Paint, ready to use, is the best line a retailer can carry. Its cost is much lower relatively. A $10 sale of M. L. Paint covers this year construction worth $100, let us say. It protects that structure perfectly for 5 years, say. That construction worth $100 to-day may be worth $130 to $135 in 1916, if preserved, under the increased cost of the material that goes into it, figuring 1916 values.

Besides that saving from deterioration—protection, which is worth, say, $5 a year, the paint has really **made** an increased selling value of $35 for the users's property.

This means $25 added to $35, or a potential value of $60 in a $10 sale of M. L. Paint.

Paint is cheap—if it is M. L. Paint.

If it is not a paint that **protects**—not right—not the right material or the right grinding or mixing, or the right paint for weather protection, no dealer can afford to sell it.

A $10 sale of poor paint now may give 2 years' protection, worth $10 and a 3 year deterioration of the $100 construction mentioned. It is perhaps worth only $100 or $95 in 1916, through this loss. This is $40 less than the $135 valuation of a perfectly-protected $100 construction under 1916 increased-value higher-cost-of-living-then valuation.

The $10 poor-paint sale loses $15 in protection service and $40 in valuation loss and gives only $10 real service—$45 loss.

Mr. Dealer—you get the **benefit** of the $60 saving of M. L. paint against the $45 loss of poor paint, and the **hurt** poor paint does your business.

NOW, right now, stock up with **good** paint— rightly made.

It takes care of your future good-will and profits as a retailer—your prosperity.

It gives you standard 1911 paint profits NOW. It also works **for you** long after you made your M. L. sale to your customer.

Imperial Varnish & Color Company, Limited

6 Morse Street, Toronto

524 Beatty Street, Vancouver **106 Princess Street, Winnipeg**

This Sign in Colors Sells Malthite Roofing!



At least, it quickly rivets the attention of the probable purchaser, and you can complete the sale with ease because MALTHITE

COSTS 25% LESS THAN ANY OTHER ROOFING

We guarantee "Malthite" to be made from the very best quality of Wool Felt, densely saturated, waterproof, and coated with **genuine** natural asphalt.

Samples provided for your customers FREE. **Write for prices.**

Dominion Roofing Company of Canada, Limited

31-33 Front St. East, :: :: :: :: TORONTO

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Jan 19.—The weather continues remarkably cold and this naturally directs the attention of the hardware trade to lines other than paints, oils and varnishes. It may be said that extreme dullness prevails except for shipments to some of the largest manufacturers who are working to their fullest capacity.

Linseed Oil.—This article is again being viewed by the manufacturers of paints, colors and varnishes with a great deal of anxiety. Flaxseed is around $2.40 a bushel and hard to obtain, consequently linseed oil is becoming very precious. Quotations have been advanced 3 cents per gallon. Prices for 1 to 4 barrel lots are now $1.11 for raw and $1.14 for boiled.

Turpentine.—Turpentine is sluggish as regards demand but effervescent as regards quotations. While there is not much coming forward, holders contend that stocks are light and figures have been advanced 3 cents per gallon with a possibility of a still further advance.

White Lead.—The one item which has shown a fair amount of life during the past week is white lead. Fairly liberal orders are reported.

Putty.—Putty in bladders and in iron drums is moving with a fair call but shipments are extremely light and quotations are firm.

Paris Green.—Notwithstanding the fact that the potato bug is dormant and likely to be so for some months to come there is a desultory enquiry for paris green. No quotations have so far been given out and the market cannot be said to be yet formed. Enquiries must, therefore, be content to wait for some time.

TORONTO.

Toronto, Jan. 20.—The upward trend in prices is still very marked. Linseed oil and turpentine saw distinct advances in price during the week. The situation with respect to linseed is more serious than was anticipated a week ago. In fact, up to Wednesday, manufacturers of oil refused to quote prices, so uncertain were they of the situation. Finally an advance of 5 cents was made and, with this increase, it is believed that high water mark has been reached.

Turpentine was also soaring, an advance of three cents being made, bringing the price up to the record mark of $1.13.

The opinion is now firmly held that prices will not go any higher. While there may be no drop in price for some weeks, the probabilities of advance are deemed to be very slight.

Business is becoming brisker. Travelers are covering the country thoroughly and spring orders of some size are now being received. Trade has not yet, however, recovered fully from after-holiday calm and it will be some little time before a fullest measure of activity is regained.

Linseed Oil.—Anticipations of a week ago were found to have been entirely discounted by the serious developments in the linseed oil situation. The condition was worse than any had hinted at. In the first place, reports from Argentine indicated that there was only about half a crop of flaxseed there—a disappointment to the crushers, who had been hoping for relief from that quarter for April and May linseed. "For spring delivery the Canadian crushers and jobbing trade may be seriously inconvenienced to supply their customers," said a local commission agent, to-day, "if the season for painting opens as early as some predict, those who have secured a supply of oil may count themselves fortunate."

Wednesday afternoon saw the price advanced to $1.15 for raw in single barrel orders and $1.18 for boiled in like quantity. Up to that time, the manufacturers had not quoted prices and great uncertainty had prevailed. The heavy advance made is believed to be the last step upward. Relief may not come for some time, but, at any rate, no further increases are anticipated.

Turpentine.—Steady advances have been made at Savannah and Jacksonville almost every day of the week and the point has now been reached where carload lots for delivery in Toronto cost an unprecedented sum. There is very little prospect of relief for the next two months. It is believed that the producers have sent all available supplies forward, on account of the high price that it has been possible to get. It is now claimed that there is only about one-fifth of the supply at the point of shipment that there was a year ago and the amount then on hand was not considered heavy. The price was advanced to $1.13 this week, an increase of 3 cents.

Rosin.—While the market does not show the same shortage of rosin as it does of turpentine, the prevailing prices indicate that the supplies are very light. There is no indication of a decline apparent at present.

White Lead.—The price has not responded to the very radical changes in the prices of oil of late. Since the last advance on white lead was made, the prices have been steadily maintained. The demand is showing constant betterment, but conditions are not yet more than seasonably active.

Putty.—The fact that building operations have been at a standstill for some little time now in many sections, has had the inevitable effect on the demand for putty. Still, some orders are received and the condition of the market, for this time of year, is reported to be quite satisfactory. Standard putty is quoted at: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Glass.—There is still a fairly good demand for glass, but in many sections it has fallen off in keeping with the cessation of building operations.

Varnishes and Japans.—The demand has livened up, and quick drying varnishes are moving well. Shellacs and carriage varnishes are also proving good sellers just at present. Despite an upward tendency noted elsewhere, in prices, no change has yet been made and so far, manufacturers and jobbers have not given any indication of making the local price higher.

Liquid Paints.—The demand is greatly creeping up to large proportions, but the spring rush is still some little way off. Prices are remaining firm.

FOUND PAINT PROFITABLE.

"I never realized until a couple of weeks back," said a hardwareman, the other day, "how much money I had been making in paint."

The reason for his rather belated discovery was that he had started to take stock in a new and more systematic way. His previous method had been somewhat of the rough-and-ready variety. It enabled him to tell roughly what he had made, or lost during the year but left him in ignorance as to the returns from separate departments. This year, he made a complete inventory along approved lines and was able to see just where the business had been during the year. As a result, he realized that the paint trade was one of the best branches of the whole business and he has resolved that in future it will receive his attention and best efforts.

Many hardwaremen are doubtless in the same benighted frame of mind as the above mentioned dealer was prior to his enlightenment. If they were to take the pains to figure out the amount of business they had done in paint and the great possibilities of the trade, they would realize for the first time what an important branch of the business it is.

Paint is one of the most readily salable articles in the store. With the constantly increasing activity in building circles, the demand for paint is becoming larger every year and the dealer who makes any effort at all is certain to gather in a good share of this trade.

CATALOGUES.

An instructive catalogue and price list for 1911, is being mailed by the Potter Manufacturing Co., of Geneva, Ohio. They manufacture a number of useful specialties, including housekeepers' hardware, cross-cut saw handles, ice picks and chisels, garden and floral tools. The information is in very accessible form, and every article listed, is plainly illustrated. This catalogue and discount sheet will be sent to any interested hardware dealer.

INTERCOLONIAL CALENDARS.

The MacLean Publishing Co. have received a large and handsome calendar from the Intercolonial Railway.

SPECIAL EDITION.

Hardware and Metal is in receipt of the special spring edition of Iron Age Hardware. The underlying idea throughout the number is the management of a hardware store by departments, and valuable information is given on each branch of the business.

Handsome Lithographed Calendars mailed to property owners whose names are given us by B-H "English" Paint Agents.



Lithographed calendar, size 11½ in. by 8 in., mailed direct to property owners in the interest of the B-H "English" Paint Agency.

Across the bottom of the attractive calendar is printed the name of the agent for B-H "English" Paint.

Here is one of the special selling helps we put into effect in each territory to bring paint customers to the B-H "English" Paint Agency. You send us the names of all house owners in your territory—we mail direct to each one a handsome, attractive, lithographed calendar. Across the bottom of the calendar your firm name is printed. On the back of the calendar is a short talk on house painting and the selection of harmonious color combinations, and a little pocket in which are several slips, showing colors of B-H "English" Paint and other paint specialties.

This calendar rounds out an advertising campaign which includes newspaper, magazine and bulletin advertising—personal letters and store displays—all directly bearing on the local conditions in each locality. And back of this aggressive advertising is the highest quality paint — the paint with the formula guarantee on each package.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD — 30% PURE WHITE ZINC — 100% PURE PAINT

B-H "English" Paint will be sold in your town. We want to send you further information and confidential prices and selling helps---which will enable you to judge better and with more satisfaction; and we want to send you this information without placing you under any obligation.

Address our nearest office.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

C okson's or Hallett's, per lb ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Heroules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 50c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

	Per 100 lb.	
COPPER		
Casting ingot	13 75	13 50
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00
COPPER AND BRASS WIRE		
Brass, 60 p.c.; copper, 62½ p.c.		

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles, base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	
COLD ROLLED SHAFTING		
9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 90	
All bright, 52 sheets	3 70	4 00	
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 00 44 45

Charcoal Plates—Bright.

	Per box
M L S, Famous (equal Bradley)	
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and house old, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS

In casks per lb	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

Per gallon in qt. tins	
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, H.O.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60



Boeckh's "Steel Grip" Painters' Brushes

COMPRISE THE FOLLOWING LINES

OVAL PAINT AND VARNISH in Black and White Bristles.

FLAT PAINTS in Black and White Bristles.

FLAT VARNISH in Black and White Bristles.

FINE BRUSHES in Badger Hair, Fitch Hair, Etc., for high grade finishing work.

Name and Design Registered 1908, Patented 1910

Our line of Brushes also includes Sash Tools, Kalsomine, Paperhangers', Household and Stable Brushes, Etc.

The Boeckh Bros. Company, Ltd.

ESTABLISHED 1856 **Head Office, TORONTO, ONT.**

Mud is Mud No Matter What Name You Give It.

Similarly Kalsomine is Kalsomine no matter what name it is given, so don't be persuaded into buying just ordinary Kalsomine when a cunning salesman offers it to you under some fancy title. If you do get bitten you'll mighty soon find out that practical people don't want an out-of-date compound of whiting, glue and color (merely Kalsomine) that **has to be mixed with boiling water**—which is, to say the least, most inconvenient and means extra labor. Your trade want Alabastine—the only pure, permanent and sanitary wall coating. Alabastine is a cement, made from crystalline Alabaster rock, which hardens on application to the wall and will not rub off. **Just add cold water**, stir a little, and it's ready for use. No bother at all. Saves time and labor. Nothing in the same class as Alabastine. Nothing that sells as readily. And our big advertising campaign this year will stir up a greater demand than ever. Better get in line and secure your share of the bigger Alabastine business. Send your order to-day to your nearest jobber or direct.

ALABASTINE

Kalsomine rots and rubs off—Alabastine is permanent—that is the difference

The Alabastine Co., Limited - Paris, Ont.

PLASTER OF PARIS

Per barrel 2 30

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.		0 13
U S. Water white "		0 14½
U.S. Pratt's astral "		0 17
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 16½
Pure Turpentine, single barrels	1 12	1 05
Wood Turpentine		0 80
Linseed Oil, " raw	1 11	1 13
" " boiled	1 14	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	3 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	3 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	3 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
" Kyanize" Interior Finish	3 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	3 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No, 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

oronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 25 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent 70
" " ¾ and smaller	
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ¾ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ¾ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	0 95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an l loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
"	8 80

COTTER PINS

Cotter pins, 80 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz 0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	6 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 05
Sledge, Masons, 5 lbs. and over	0 05
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	15 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1½ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 n per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.



Amatite ROOFING

It has a rough surface of *real mineral matter* on the weather side. It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof*.

No paint is good enough to make a durable roof; a thick layer of pitch, faced with a real mineral surface, is far better—*and that means Amatite.*

Further information will be sent on request to nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

You Can Make Money by Saving Money for Your Customers.

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.
Our reputation is behind all these BRANDS.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING

We also sell wrapping papers of all descriptions.

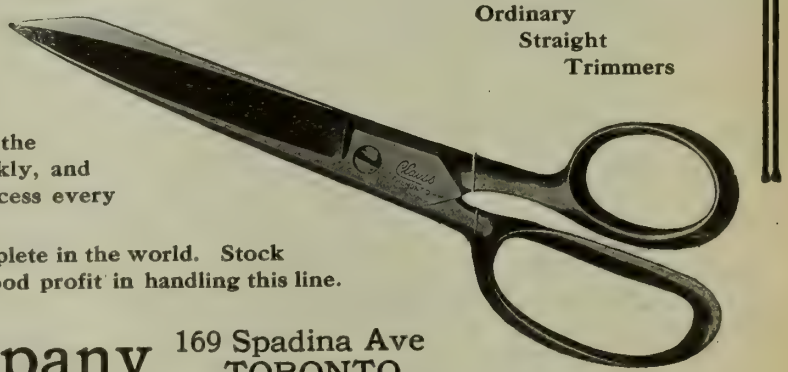
ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

Shears that Sell

This cut represents our Ordinary Straight Trimmers



Are those with an unconditional guarantee behind them—CLAUSS SHEARS. They are made to cut the finest or the heaviest cloth, work easily and quickly, and cut from heel to point. By our Natural Gas Process every Clauss blade has a perfectly tempered edge.

The Clauss line of cutlery is the most complete in the world. Stock up with a good range of Clauss goods. There's good profit in handling this line.

Clauss Shear Company

169 Spadina Ave
TORONTO

QUALITY IS WHAT PROMOTES SUSTAINED REPUTATION

For eighty-five years ***Heinisch*** Shears have been the world's leading line of shears. ***Quality*** built that reputation and ***quality*** sustains it. Sell

HEINISCH

Shears and you will never have complaining customers.

Tailors' Shears, Tinners' Snips, Trimmers, Ladies' Scissors, etc.

Sold by all jobbers.

R. Heinisch's Sons Co.,

NEWARK, : N.J. : U.S.A.



HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 60.		
Oil stoves and ovens, 50 and 10		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $4.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $5.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.35 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent
Copper bottom tea kettles and boilers 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		15 00
Gillette Safety, each		5 75

Clauss Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 50 lbs	1 55

SASH CORD.

No. 8, per lb. 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
North Bros., No. 30 per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, Empire hookey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common...per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 16 75

STONES—OIL AND SCYTHE.

Washita...per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe...per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TILEWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

A Paint Proposition



Why not move the old unsalable stuff off your shelves; get in a nice, fresh, live, up-to date paint, and do the paint business in your town?

You can get the paint business but you must have energy enough to first of all get the paint.

When you have

RAMSAY'S PAINTS

you can get the paint business because you have a paint that sells, at the proper price for the purest and best.

Face the proposition this year, don't put it off any longer Let us start you on the right road for a paint business. We know the road.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

TRADE MARK REG'D 1877

"DOMINION"

"The Crown of Quality"

This is not a new Brand

As a matter of fact "DOMINION CROWN" was the first brand of Galvanized Canada Plates imported into Canada and ever since has stood for the highest grade.

Why not have your jobber supply this brand?

A. C. LESLIE & CO., LIMITED

MONTREAL



TALKS ON PAINT SELLING

No. 10

The first question the merchant who intends to sell Paint and Varnish must decide is not "Whose brand shall I handle?" but "Shall I sell on a quality or a price basis?" This is probably the most important of his problems, because it involves his policy of merchandising.

If your selling policy has always been on the low-price basis and you are completely satisfied with your business and profits, this won't interest you. But if you believe that quality products of established reputation, requiring but little introduction and no excuses are profitable because the most desirable class of trade demands them and is prepared to pay for them, you should take the earliest opportunity to investigate the Sherwin-Williams Agency Proposition.

With our extensive facilities, including the control of the production of the lead, zincs, coloring pigments and the pure linseed oil used in our products, our enormous buying power for all other materials, our selling and distributing organization with five great factories and warehouses in 30 cities in this country and abroad, we have always maintained the principle of making price conform to quality rather than quality to price. Sherwin-Williams Agents are men whose religion is quality, and they are proving that quality products create a quality reputation for those who sell them. That is successful merchandising.

Which kind of Agency do you believe in, the Sherwin-Williams Agency or the other kind?

THE SHERWIN-WILLIAMS CO. 1071

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Alabastine Co ... 49
American Shearer Co... 26
Anthony, M. B... 26
Armstrong Bros. Tool Co... 27
Atkins & Co., E. C ... 6
Atlas Mfg. Co... 26
Auer Light Co... 25
Aylmer Pump and Scale Co... 75

Barber Asphalt Paving Co... 13
Barker & Co., D. J... 22
Barnett, G. & H. Co....outside back cover
Barton Netting Co... 15
Belleville Hdw. & Lock Mfg. Co., Ltd. 75
Bemis & Call Hardware and To. l Co... 6
Bigsley & Sons, W. T.... 65
Boeckh Bros... 49
Bosse & Banks... 26
Bowser, S. F., & Co., Ltd... 63
Brandram-Henderson, Ltd... 47
Brown Boggs Co., Ltd. ... 14
Buffalo Mfg. Co... 73
Burrow Stewart & Milne Co., Ltd.... 23

Cameron & Campbell... 26
Canada Bolt and Nut Co... 16
Canada Cement Co... 15
Canada Foundry Co... 66
Canada Glue Co... 6
Canada Metal Co... 26 74
Canada Paint Co... 55
Canada Steel Goods Co... 8
Canada Wire Goods Mfg. Co... 67
Canadian Copper Co... 70
Canadian Hart Wheels... 26
Canadian Sales & Mfg. Co... 27
Caverhill, Learmont & Co ... 5
Chadeloid Chemical Co... 62
Chicago Spring Butt Co... 1
Christy Safety Razor Co., Ltd... 2
Clauss Shear Co... 51
Collins Mfg. Co... 26
Connor, J. H., & Son... 75
Copp, W. J., Sons & Co... 57
Cowan & Britton... 68
Cummer Dowswell, Ltd... 74

Davidson, Thos., Mfg. Co... 8
Directory of Manufacturers... 26 27
Disston, Henry, & Son... 11
Dominion Cartridge Co... 30
Dominion Roofing Co., Ltd... 45

Dominion Wire Mfg. Co... 13
Dorken Bros.... outside front cover, 69
Dougall Varnish Co... 59

Ellin & Co., Ltd., Thos.... 17
Enterprise Mfg. Co... 72

Ford Auger Bit Co... 66
Frothingham & Workman, Ltd.... 4

Gendron Mfg Co. Ltd.... 63
Gibb, Alexander... 26
Gilbertson, W., & Co... 25
Gillette Safety Razor Co..inside front cover
Gipe Carrier Co... 67
Glidden Varnish Co... 60
Goodell-Pratt Co ... 78
Goodhue & Co., Ltd., J. L... 66
Gravel, Ludger... 55
Greening, B., Wire Co... 28
Grove Chemical Co... 67
Gutta Percha & Rubber Mfg. Co.... outside back cover

Hamilton Cotton Co... 27
Harrington & Richardson Arms Co.... 17
Harris, J. W., Co... 18
Heinisch. R., Sons Co... 51
Hill, Jas., & Co... 25
Hobart Bird & Co., Ltd... 15
Hohlfeld Mfg. Co... 74
Household Convenience Co... 29
Howland, H. S., Sons & Co... 7
Hutton, Jas., & Co... 66

Imperial Varnish and Color Co.... 45
International Varnish Co... 61

James & Reid... 26
Jardine, A. B., & Co... 25
Jones & Atwood, Ltd... 22

Kemp Mfg. Co... 30
Kerr Engine Co.....inside back cover
Keller Mfg. Co... 67
Kyle, P... 26

Laidlaw Bale Tie Co... 24
Leslie, A. C., & Co... 53

Lewis Bros., Ltd... 3
Lindsay, Chas... 27
London Foundry Co... 73
London Bolt and Hinge Works... 24
London Rolling Mill Co... 70
Lufkin Rule Co.....inside back cover
Lysaght, John.....outside front cover

McArthur, Alex., & Co... 51
McClary Mfg. Co... 19
McDougall, R., Co... 66
McGlashan-Clarke Co., Ltd... 24
McKinnon Chain Co... 69
MacLaren & Co... 66

Magnolia Metal Co... 14
Martin Co., The L... 63
Martin-Senour Co... 59
Maxwell, D., & Sons... 24
Metal Shingle and Siding Co.....12 67
Metal Stamping Co... 10
Metallic Rooting Co... 2
Millers Falls Co... 55
Montreal Rolling Mills Co... 57
Moore, Benjamin, & Co... 61
Morris & Bailey Steel Co... 24
Morrison, James, Brass Mfg. Co... 28
Myers & Bro., F. E... 25

Nagle & Co., H... 70
National Hardware Co... 18
Newman, W., & Sons... 26
Newmark, Louis... 62
Nicholson File Co... 12
Nickel Plate Stove Polish Co... 67
North Bros. Mfg. Co... 1
Nova Scotia Steel and Coal Co... 27

Oakey, John, & Sons... 25
Oneida Community... 75
Ontario Lantern & Lamp Co., Ltd. 20 21
Otterville Mfg. Co... 66
Owen Sound Wire Fence Co... 1

Parmenter Bullock Co., The... 26
Paterson Mfg. Co... 51
Pearson, Geo. D. & Co... 27
Pease Foundry Co... 57

Peterborough Lock Co....inside back cover
Pilkington Bros... 72
Pink, Thos... 71

Queen City Oil Co... 18

Ramsay, A., & Son Co... 53
Robertson Mfg. Co., Ltd., P. L... 67
Ross Rifle Co... 76

Salyerds, E. B ... 29
Samuel, M. & L., Benjamin, & Co... 16
Schuchardt & Schutte... 17
Seymour, Henry T., Shear Co... 27
Sharratt & Newth... 27
Shaw, A., & Son... 27
Sherwin-Williams Co... 53
Shurly Dietrich Co. Ltd... 69
Simonds Canada Saw Co... 72
Sonne, Thos., sr... 24
Spear & Jackson, Ltd... 11
Spramator Co... 25
Standard Paint Co... 57
Standard Paint and Varnish Co... 55
Stanley Rule and Level Co ... 68
Stanley Works, The....outside back cover
Steel Co of Canada, Ltd.... 76
Stevens-Hepner Co... 63
Stewart Mfg. Co., Jas., Ltd.... 22
Still, J. H., Mfg. Co..... inside front cover

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H....outside back cover
Tobin Arms Mfg. Co., Ltd... 23
Toronto Plate Glass Importing Co..... 27

Union Metallic Cartridge Co..... 68

Want Ads... 58
Warminton, J. N... 26
Western Distributors, Ltd... 26
Western Wire and Nail Co... 27
White Mop Wringer Co... 25
Whitman & Barnes Mfg. Co... 71
Whittock & Marlatt... 26
Winnipeg Paint and Glass Co., Ltd.... 62
Woodstock Wagon & Mfg. Co... 70
Wright, E. T., & Co... 9

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Axes
Campbell Bros., St. John, N.B.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New Yor

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., Toronto

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton.
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

THE CANADA PAINT Co'S CARRIAGE VARNISH

HIGH-GRADE CARRIAGE VARNISHES ARE MADE BY THE CANADA PAINT COMPANY

Specially selected, clear, bright gums are imported direct from the source of supply. Expert varnish makers and modern methods insure well made, well matured stock, shipped in first-class packages.

THE CANADA PAINT CO., LTD
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

KEEP YOUR EYES OPEN

Your nearest competitor in the trade is very much wide-awake, but you can make sure of your share of the paint trade by handling

New Era Paint

This is the honest paint at the moderate price, which covers more surface, lasts longer and holds its color better than any other prepared paint.

WRITE FOR DETAILS AND PRICES

Standard Paint & Varnish Works Co.

WINDSOR, ONT. LIMITED

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	Inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue:
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Hammocks
Hohlfeld Mfg. Co., Philadelphia

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
E. B. Salyerds, Preston.
Still, J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
MacDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern and Lamp Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville

Lights, Gas
Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Handles
Theo. J. Ely Mfg. Co., Girard, Pa.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co, Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
W. T. Bigsley & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Beniamin, & Co. Toronto.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Christy Safety Razor Co., Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg, Mass.
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
Kemp Mfg. Co., Toronto
McClary's, London, Ont.
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterwotrth Fdy. Co., Ottawa
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal.
U.S, Steel Products Export Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Onward Mfg. Co., Berlin
Universal Vacuum Cleaner Ltd., Montreal

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
McDougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

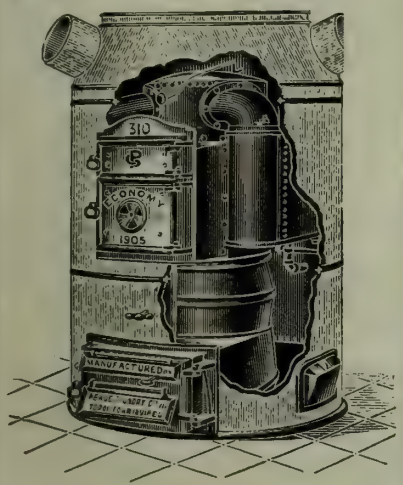
Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
E. Berrill, 67 Mosley Lane E., Manchester, Eng.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.



RUBEROID ROOFING

Trade Mark Registered. Pronounce it RUE-BER-OID.

Is Rated "First-Class"

Canadian Fire Underwriters' Association
Montreal, Sept. 19th, 1908.

THE STANDARD PAINT CO. OF CANADA, LTD.,
MONTREAL, P. Q.

Dear Sirs,—

"In reply to your enquiry of 18th inst. I beg to say that as the "Ruberoid Roofing" made by your Company has been approved by the Underwriters' Engineering Bureau in Chicago, this Association under its existing schedules classifies such roofing of two and three ply grades as first class."

Yours truly, ALF. W. HADRILL, *Secretary.*

Could you ask for more convincing evidence of Ruberoid's value as a fire-resisting roofing? Write for our Booklet, "All About Roofing." It explains Ruberoid's superiority. 24

THE STANDARD PAINT CO. OF CANADA, LIMITED,

286 St. James Street, - MONTREAL.
179 Bannatyne Ave. East, WINNIPEG.
25 Pender Street, - VANCOUVER.

Dealers Everywhere.

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



"M.R.M." Horse Nails



Blacksmiths to-day demand Horse Nails of reliable quality.

"M.R.M." Horse Nails meet this demand, being made from Swedish soft steel rods by the new cold process, possessing great holding and driving qualities.

Hardware dealers can make a good profit by stocking this popular brand of Horse Nails.

THE MONTREAL ROLLING MILLS CO.

MONTREAL

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

AGENT WANTED

AN A No. 1 salesman, acquainted with engineers in Canada, to sell the best Boiler Compound (vegetable) on the market. A compound guaranteed to give satisfaction or no pay. A fine contract for the right party. Address S. C. MEAD, 1623 Chestnut Street, Philadelphia, Pa., U.S.A. (3)

BUSINESS CHANCES

ANYONE having a good hardware business for sale write, giving particulars, to 903 King East, Hamilton, Ont. (4)

FOR SALE—Hardware and furniture business in a good town on the main line of the C.P.R. Stock $10,000. Turnover $25,000. An A1 proposition. Reply to Box 1069, HARDWARE AND METAL, Toronto. (5)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

PLUMBING and Tinsmithing business for sale in one of the best country towns in Western Ontario with a population of 7,000. Stock and equipment about $2,500. Will reduce to suit purchaser. Annual turnover $20,000. A bargain. Box 1067, HARDWARE AND METAL, Toronto. (4)

WANTED—Hardware, Stove and Tinware business in good village or town. Give price and particulars. J. E. HUSSEY, Box 2, Melbourne, Ont. (5)

PARTNER WANTED

HARDWARE SALESMAN, with several good agencies for Canada, headquarters in Montreal, desires partner with moderate capital. Address "Salesman," HARDWARE AND METAL, Montreal.

SITUATIONS WANTED

HARDWAREMAN, 4 years' experience, general, seeks position in or near Toronto. Respectable. Good references. S. LLOYD, 7 Alice Street, Toronto. (3)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DURING 1910 the MONARCH displaced hundreds of Typewriters of all makes. In 1911 we anticipate a still greater demand. We have cut down the allowance on these second-hand machines and consequently can sell them cheaper to you. They are carefully rebuilt and are guaranteed to give satisfaction or your money back. If you want a good, strong, clean working Typewriter at a mere fraction of the original cost, write us for catalogue. THE MONARCH TYPEWRITER CO., Ltd., 46 Adelaide Street West, Toronto, Ont.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occursing daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

TRY A

CONDENSED AD.

IN

HARDWARE AND METAL

Get the Good Paint that Gets the Good Profit

Go in for **profit,** Mr. Dealer, just as hard as you please — profit is necessary — but be sure you do not sacrifice **quality** for the sake of a little extra gain, or you may ruin your reputation. Keep your reputation above reproach by selling a **good paint** and you will get the good profit that good paint always brings.

MARTIN-SENOUR PAINT

100 PER CENT PURE

is the good paint that will get the good profit for you, and your reputation and your business will grow better with every can that you sell.

Moral:—Get the Sales Agency — then give the Good Paint a Good Push and Get the Good Profit. Martin-Senour Paint will be a big winner for you.

Write today — say you want the agency — and we will tell you how to get it and help you to get the Good Profit.

THE MARTIN-SENOUR CO., Limited

PIONEERS PURE PAINT

Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd. WINNIPEG

The Maritime Paint & Varnish Co., Ltd. HALIFAX, N. S.

Good Paint



Good Profit

There is a special

DOUGALL VARNISH

for every varnishing purpose

Those hardware dealers achieve the greatest success who educate their customers to an appreciation of the highest quality in Varnishes.

Get your customers to accept the fact that no one Varnish is good for all purposes, but that the goodness of varnish depends upon what it is to be used for. And by selling DOUGALL VARNISHES you can accomplish this quickly with great satisfaction to your customers and good profits to yourself. The Dougall line contains the best varnishes for every purpose, and each one is distinguished by uniform excellence of quality.

Write for our free booklet—"Quality and Economy in Varnish and Varnishing" and "Konkrete."

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, President

625 St. Paul Street, - - - - MONTREAL

Associated with MURPHY VARNISH COMPANY, U.S.A.

JAP-A-LAC

A HIGH GRADE

VARNISH AND STAIN COMBINED

NEW LIST PRICES--- In October we notified the trade by mail of the list prices effective November 1st. We were compelled to make this advance owing to the continued increase in the cost of raw materials, so that we could maintain the high standard quality of JAP-A-LAC that has always characterized the goods. The list prices of JAP-A-LAC are as follows:

ALL COLORS EXCEPT GOLD AND ALUMINUM

1-Gal. can Imperial Measure	Each, $3.50	Covers 480 sq. ft. (2 coats)	
½-Gal. can	" 1.95	" 240	"
Quart can	" 1.10	" 120	"
Pint can	" .60	" 60	"
½-Pint. can	" .35	" 30	"
¼-Pint. can	" .25	" 15	"

GOLD			ALUMINUM		
Size No. 3	Each,	$1.10	Size No. 3	Each,	.60
Size No. 2	Each,	.60	Size No. 2	Each,	.35
Size No. 1	Each,	.35	Size No. 1	Each,	.25

JAP-A-LAC Crack and Crevice Filler, 2½ lb. packages, each ..... .50
JAP-A-LAC Crack and Crevice Filler, 1 lb. packages, each ..... .25
(One pound is sufficient for about 40 sq. ft. of surface)
JAP-A-LAC GRAINING TOOL (except when sold in the Model Floor Set) ..... .50
JAP-A-LAC GRAINING COLOR Size No. 1 each ..... .30
(One Jar of Graining Color is sufficient to grain about 100 sq. ft.)
JAP-A-LAC Model Floor Set, each $3.25

The above prices apply to sales in the Dominion of Canada only.

In order that all dealers may have no difficulty in obtaining the present list price, we are supplying the trade with small stickers to be attached to the cans, showing the prices now in effect. We shall be very glad to forward as many stickers as required, upon request, to any dealers.

We urgently request all dealers to secure the new prices on JAP-A-LAC. The high cost of raw materials warrants the list prices charged, and in order to maintain a uniform selling price we wish all dealers to secure the prices now in effect.

PROFIT--- The trade discount on JAP-A-LAC is 30 p.c. from the list prices, producing a profit on the cost of the goods of 42.85 p.c. In addition to this discount, JAP-A-LAC may be purchased under a special contract, providing for a further allowance as follows:

10% on purchases amounting to $100, and less than $250 (producing a profit of 58.73%)
15% on purchases amounting to $250, or more, - - (producing a profit of 68.06%)

This contract includes purchases not only of JAP-A-LAC, but of our Green Label Line of Architectural Varnishes and Advanced Finishes for modern building construction as well, thus making it possible for the smallest dealer to earn the maximum allowance by combining his purchases of JAP-A-LAC and general finishing materials.

Look over your stock and send in your spring order at once. Don't neglect to order a liberal supply of Gold and Aluminum JAP-A.LAC, as these Specialties are particularly rapid sellers.

The Glidden Varnish Company, Toronto, Ontario

CLEVELAND CHICAGO NEW YORK ST. LOUIS TORONTO

Glidden

Three lines for selling

NOW!

Moore's

Aluminum Paint
Gold Paint
And
Stove Pipe Enamel

They work wonders in brightening up the house, and the decorative effects they produce ensure a ready sale for them to every householder.

MOORE'S ALUMINUM PAINT

is weatherproof, brilliant and durable. Can be applied wherever paint or varnish could be used. Gives a bright, silver finish; and is specially suited for use on radiators, registers, stoves, etc.

MOORE'S GOLD PAINT

Gives a smooth, washable, gold-leaf effect on any surface. Prevents rust, and will not rub off. Can be used for gilding and beautifying anything.

MOORE'S STOVE PIPE ENAMEL

has no offensive odor, with great covering capacity. Not affected by heat or cold. Reliable and durable.

It will pay you well to handle and push these rapid sellers. Get our prices without delay.

NOW
is your profit opportunity!

Benjamin Moore & Co.
LIMITED
West Toronto

New York Cleveland Chicago

Do You Know the Main Facts About Our Two-Coat Combination Standard Turpentine Shellac and G. P. Hard Oil Finish?

Send for our sample on wood and judge for yourself.

Note particularly the remarkable *surfacing* and *holding up* or supporting properties of *Standard Turpentine Shellac.* It dries semi-flat, does not raise the grain of the wood and requires little or no sandpapering.

A single coat of our *G. P. Hard Oil Finish,* on account of its intrinsic body, produces over *Standard Turpentine Shellac* a really remarkable finish, as demonstrated in our *Two-Coat Combination.*

For first coating open grained woods, also paste filled woods, nothing equals *Standard Turpentine Shellac.*

All Standard Varnish Products are manufactured by International Varnish Co., and sold only in Full Imperial Measure Cans.

INTERNATIONAL VARNISH CO.
LIMITED
TORONTO WINNIPEG

BUY SALESMEN

THE USEFUL SALESMEN WE SUPPLY ASK NO WAGES. THEY DISPLAY YOUR GOODS ATTRACTIVELY TO EVERY CUSTOMER AS HE ENTERS. OUR SILENT SALESMEN SHOW CASES SHOW UP YOUR GOODS TO THE BEST ADVANTAGE. WELL EXHIBITED THEY ARE HALF SOLD.

ALL KINDS OF SHOW CASES, WALL CASES, STORE FITTINGS, ETC.

The Winnipeg Paint & Glass Company, Limited

WINNIPEG — Calgary Paint and Glass Co., Limited — EDMONTON



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	"Taxite"
International Varnish Co, Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapco"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.

66-68 Fraser Ave., Toronto, Ont.

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

TRADE MARK KEYSTONE BRAND REGISTERED

Brushes

for Spring Trade

We make a specialty of WHITEWASH, KALSOMINE, SCRUB, SHOE, STOVE, HORSE BRUSHES and STABLE BROOMS, and our values in this class of goods are unequalled.

By placing your order early it will receive better attention than if you wait until the spring rush, and you will be sure to have the goods in time.

Write for prices now

Stevens-Hepner Co., Limited

PORT ELGIN - - ONTARIO

TORONTO Gendron CANADA

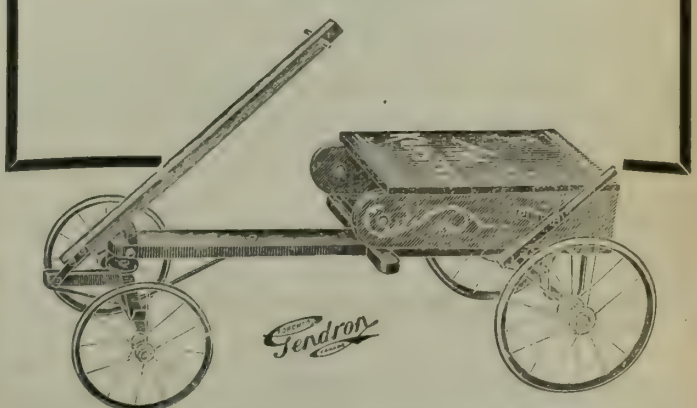
Here's a Good Seller

The "TRI-KOASTER"

A coaster and toy wagon in one. This is one of the nicest-looking and solidly-built combination toy wagons and coasters on the market. Can be used effectively as a delivery wagon. We have a large assortment of these goods---each one full of the real Gendron quality.

Write us for Catalog.

The GENDRON MANUFACTURING CO., Ltd.
TORONTO, CANADA



Cummer-Dowswell Wash Day Labor Savers all have that Exclusive "Something Different"

that interests buyers and makes the line READY and STEADY SELLERS.

For Instance :—

TUBS with NO INSIDE OBSTRUCTIONS, but of large capacity, and an opening full size, providing ample space for wringing operations. Then the inside is CORRUGATED IN CENTRE ONLY, leaving full thickness of stave at top and also where bottom is fitted in, A VERY IMPORTANT FEATURE, as it prevents leakage, as in the case where bottom and corrugation meet, and greatly strengthens both chime and top.



Ideal Low Pressure Power

The LEG HOLDER is Bessemer Steel, grips under chime and is **bolted through** both tub and leg (not leg only), making the tub and leg strong and rigid as a bar of iron.

Then it's the most complete, best, and most widely advertised line of Washing Machines, Clothes Wringers (both hand and power), Churns, Egg Crates and Rotary Lawn Clothes Dryers on the market.

All machines of QUALITY and reasonably priced.

MADE BY

CUMMER-DOWSWELL, Limited, Hamilton, Ont., and sold everywhere

W. L. Haldimand & Son, Montreal, Eastern Agents. Harry F. Moulden, Winnipeg, Western Agent.

Books for the Merchant and Salesman!

How to Advertise a Retail Store

by Albert E. Edgar

Teaches how to lay out advertising copy, what a headline should accomplish, organization of a follow up system, uses of calendars, etc., two hundred and fifty selling helps; promotion of specific lines of business, technical terms, etc. Price $3.50

Straight Talk on Business

by Wm. Gamble

A most inspiring and helpful book touching on over fifty of the most important phases of business life including advertising, competition, prices, profits, economy, credit, failures, persistency, self reliance, opportunity, reading character, writing letters, etc. Price $1.00

Salesmanship, Deportment and System

by Wm. A. Corbion

This book by the former instructor in salesmanship, service and conduct in the John Wanamaker Store deals with such subjects as Attention to Business, Relation of Character to Salesmanship, Service and Conduct, Knowledge and Care of Stock, Suggestive Salesmanship, Psychology of Salesmanship, Blunders, etc. Price $1.00

Retail Advertising Complete

by Frank Farrington

This book covers every known method of advertising a retail store, and an application of the ideas it expounds cannot help but result in increased business for the merchant who applies them. Price $1.00

SENT PREPAID ON RECEIPT OF PRICE.

Technical Book Dept. -:- MacLean Publishing Co.

143-149 University Avenue, TORONTO

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C---5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal

We require reliable agents in: WINNIPEG, FOR MANITOBA AND SASKATCHEWAN. CALGARY, FOR ALBERTA. VANCOUVER, FOR BRITISH COLUMBIA

Only those with a knowledge of the Varnish, Enamel and Printing Ink Trades need apply.

The Trained Salesman

The Trained Salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. This he can do in his spare time, just as hundreds of others have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and capacity to meet men and women on their own ground as representing the MacLean Publications.

This work puts you in touch with the big men of each town. A connection of inestimable value.

We want a representative in practically every town and centre of population to secure new and renewal subscriptions.

To those who devote only part of their time we can offer an attractive proposition. Experience is unnecessary. We show you how, which in itself is an excellent training in salesmanship.

Your name and address sent to us will bring you a complete prospectus.

MacLean Publishing Company

143-149 University Avenue - Toronto, Ontario

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

When writing advertisers kindly mention having seen the advertisement in this paper.

Absolute Safety

is a leading feature of our Gasoline Lighting System, the light being instantly put out or lit by a pull of the chain. Gives a splendid, steady, white, brilliant light.

Is cheaper than coal oil and better than electricity or city gas. Investigate this proposition. More light means more business.

You save money by buying your mantles and glassware from us.

Write now for circular and special price to merchants direct

MacLaren & Co., Merrickville, Ont.

GOOD AGENTS WANTED





STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

THIS IS YOUR BUSINESS—

the supplying of belting to all local mills, factories, threshing outfits, etc. An assortment of Goodhue's

LEATHER BELTING

displayed prominently in your store and judiciously advertised in other ways, such as in local papers or by circular letters, will bring you a lot of good belting business

WRITE US FOR PRICE LIST.

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL *HALIFAX* *OTTAWA*
HEAD OFFICES TORONTO CANADA
WINNIPEG *VANCOUVER* *ROSSLAND*

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

R. McDougall Co., LIMITED

GALT, CANADA



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

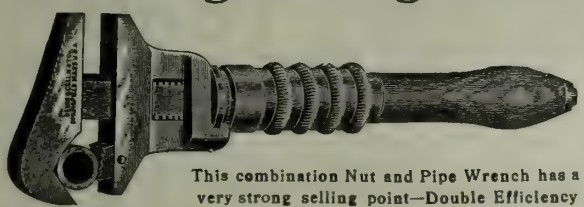
We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO, ONT.
EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Santo



Vacuum Cleaners

The highest grade cleaners on the market. Are permanently guaranteed.
We are not represented in a number of Western Canada Towns.
We want a sole agent in each district. Write us for advertising literature and prices, discounts, etc.

Keller Manfg. Co.
Philadelphia, Pa.
Canadian Branch:
331 Garry St., Winnipeg

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery
Get our quotations before buying
IT WILL PAY YOU
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.
PATRONIZE THE INDEPENDENTS

Glues, Gelatine, Size, etc.

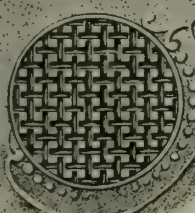
When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

ORNAMENTAL IRON WORK



WIRE CLOTH AND WIRE GOODS

PERFORATED SHEET METAL

We have recently installed a perforating plant and are in a position to supply any sizes of perforation in any kind of sheet metal.

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

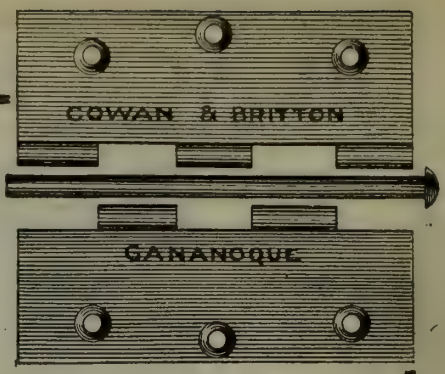
O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

DON'T BE MISLED!

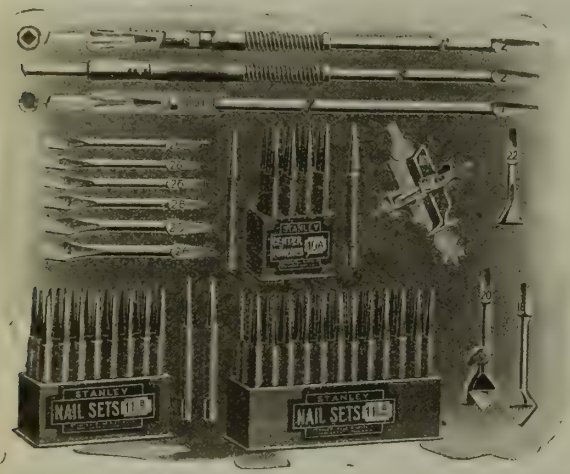


You are doing your business incalculable harm if you are selling inferior Builders' Hardware. You can be on the safe side if you handle our

BUTTS, HINGES, HASPS, NAILS, STAPLES, etc.

a real quality line, and no dearer than inferior goods. Over forty years' reputation back of our products. If your jobber can't supply you, write us direct.

COWAN & BRITTON, :: :: GANANOQUE, ONT.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

We show here a group of Tools we manufacture.

STANLEY CENTRE PUNCHES, NAIL SETS and SCREW DRIVER BITS are oil tempered and fully guaranteed.

STANLEY EXTENSION BIT HOLDERS enable the user to bore through walls, floors, etc., where an ordinary bit will not reach.—Will follow up a 5-8 inch bit.

STANLEY ADJUSTABLE BIT GAUGE will enable one to bore any number of holes to a given depth. Can be attached to any size of bit up to one inch.

STANLEY COUNTERSINKS are suitable for every variety of wood screws. Send for catalogue.

STANDARD THE WORLD OVER.

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

UMC

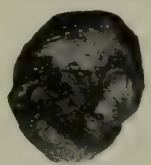
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET (Before Firing)



HOLLOW POINT BULLET (After Firing)



SOLID BULLET (Before Firing)



SOLID BULLET (After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless
.22 Long Rifle Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black.
25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

UMC and Remington—the perfect shooting combination

The Union Metallic Cartridge Company
Bridgeport, Conn.

The Remington Arms Company
Ilion, N. Y.

Agency, 299 Broadway, New York City

Same Ownership, Same Management,
Same Standard of Quality.

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

ELECTRIC-WELDED DOG LEADS

Three Sizes

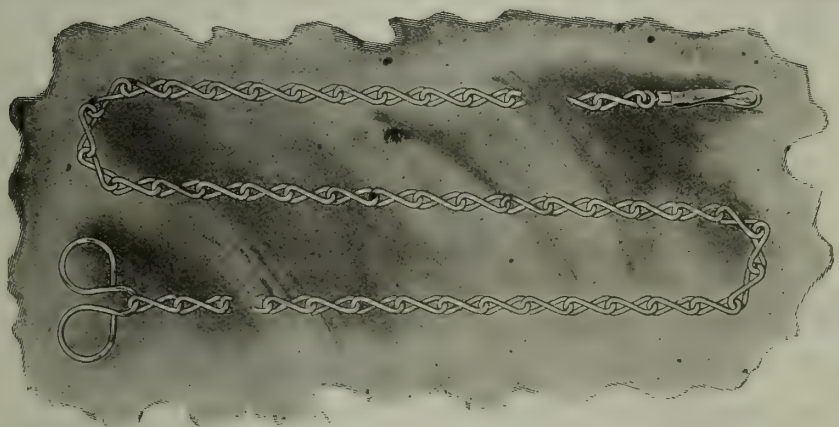
Light, No. 3

Medium, No. 2

Heavy, No. 1

Any Length

from 4 foot Lead to 9 foot Kennel Chain.



Three Finishes

Polished
Brass-plated
Nickel-plated

Any Style

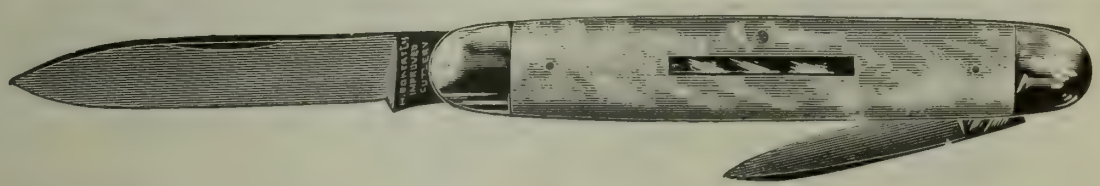
Hand Loop and Snap for Leads.

Two Snaps for Kennel Chains.

McKINNON CHAIN COMPANY

Office: BUFFALO, N.Y. ***Factory: ST. CATHARINES, ONT.***

Tree Brand Cutlery



Fix that name, Tree Brand, firmly in your mind. It is the high water mark in high-grade cutlery, and when you stop and think about it, what goods make a finer display, or pay a better profit than a well selected assortment of Pocket Knives, Razors, Shears and Scissors? But be careful in buying—just as "A tree is known by its fruit," so is a Boker Knife known by its CUT. The QUALITY that makes customers, and holds them, is there. Boker Cutlery sells to everybody. Order now.



STOP

and consider the quality when ordering Bar Iron. London Bars are well known for their excellence, and price is attractive.

London Rolling Mill Co., Ltd.

London, Canada

Sales Agents
ONTARIO—
Baines & Peckover, Toronto.
MANITOBA—
Bissett & Leucks, Winnipeg.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOTICE

VOL-PEEK Granite Cement

Is now put up in 15c. packets, these are again put up in Show Stands printed in two colours, with advertising matter, and cut of man mending a pan.

This stand makes a very catchy and showy display

These stands contain 30 15c. boxes.

Cement will sell very fast in this new size.

Each stand costs you $2.50 prepaid with advertising matter, retails for $4.50; this gives you 80% profit on each sale. Send in your order for one or more stands and we will date your invoice at 30 days.

H. Nagle & Co.

MONTREAL, QUE.

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN

Children's Express Wagons?

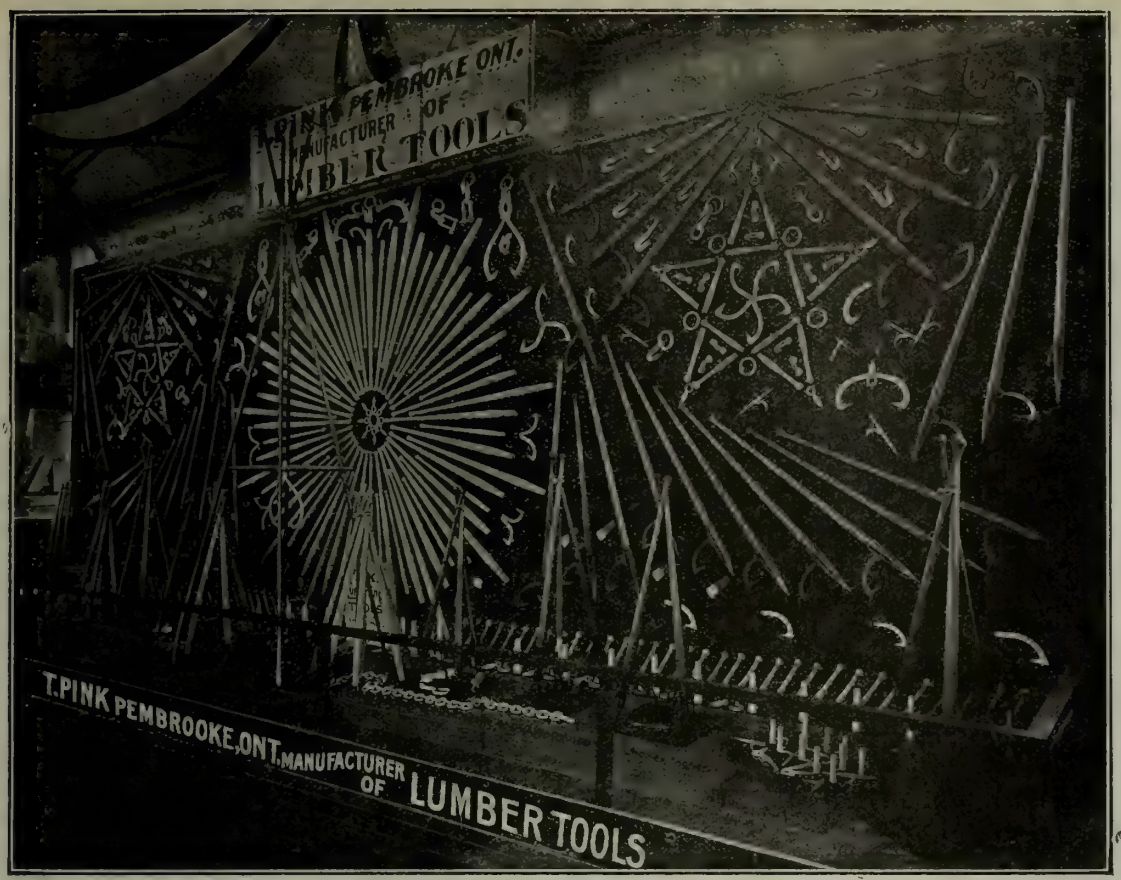
They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

THE CONDENSED ADS of This Paper are what you should use if you wish to secure a clerk, a traveler or a situation.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

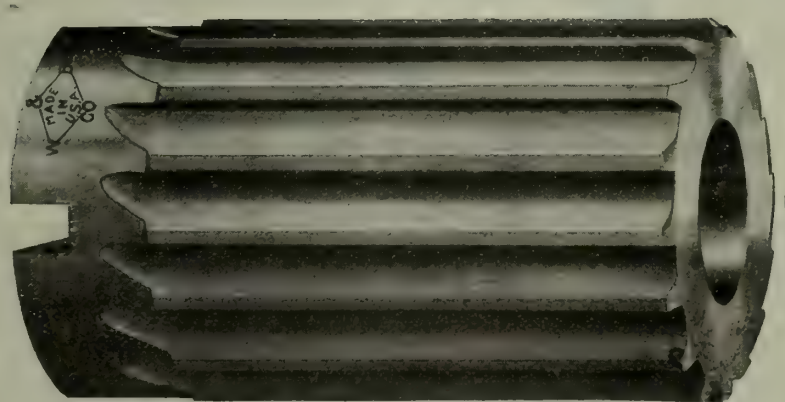
Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Trade W B Mark

Stands for Quality and Accuracy



This Trade W&B Mark

Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture, and is subjected to the most rigid tests and inspections.

We carry the largest and most complete stock of Twist Drills and Reamers in Canada, and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

"ENTERPRISE"



THIS well-known Food Chopper is made with characteristic "Enterprise" skill and care.

For a popular-priced seller there is no chopper to equal it.

It's strong and simple, and the cutting mechanism is perfect. We guarantee it to chop *raw meat* and to do more and better work than any food chopper made.

Thousands of satisfied customers and extensive national advertising have made the "Enterprise" Food Chopper famous the country over.

If you would like to link your store to our advertising campaign, drop a line for some of our trade aids. Gladly sent free on request.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco

Have the Agency in Your Town for the **Simonds** "Crescent Ground" **Cross-Cut Saws**

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

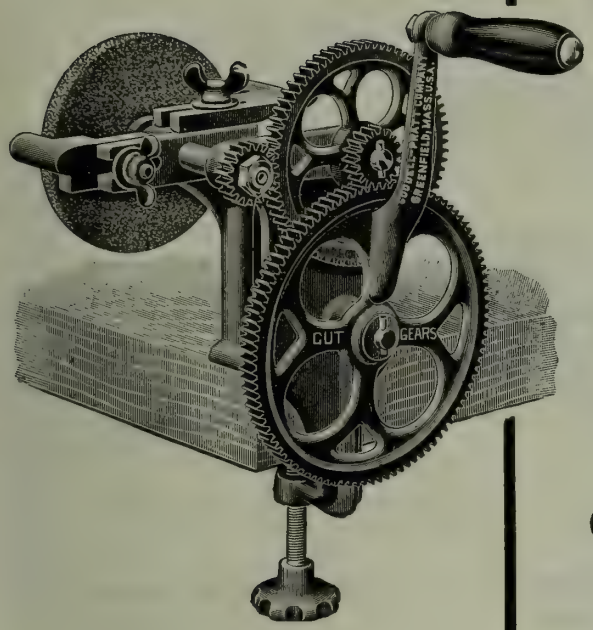
BRITISH GLASS P.B.

Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal Busby Lane
Toronto Mercer Street
Winnipeg Market Street
Vancouver Columbia Ave.



GRINDERS

¶ Every Bench Grinder of our manufacture is individually built up by an expert mechanic. Every part is hand fitted; bearings are reamed; gears are cut and hobbed.

¶ They are MACHINES and are built as such.

¶ Like all other products of the

GOODELL-PRATT SHOPS

you can guarantee them to your customers as the finest quality made and the real value in them, which will be apparent to any mechanic, will enable you to get a good profit.

¶ Ask us for details.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

Small Hand

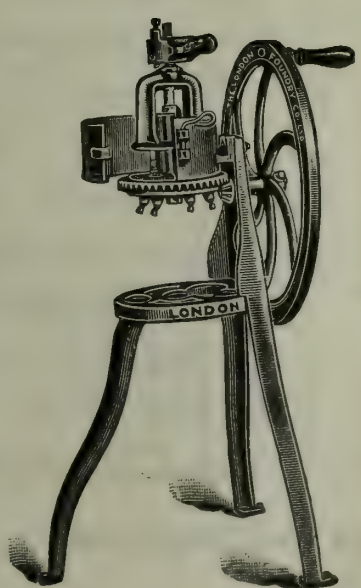
to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.

Send at once for catalogue and prices.



Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

Tea and Coffee in Perfection!

Everybody drinks more or less Tea and Coffee, and there is no method known of making such perfect Tea or Coffee as brewing it in our

HYGIENIC

Coffee Percolator

It is furnished with our new Monarch Regulating Lamp, and is handsomely finished.

A line you can handle most profitably.

Write for our new illustrated Catalogue.

The Buffalo Mfg. Co.

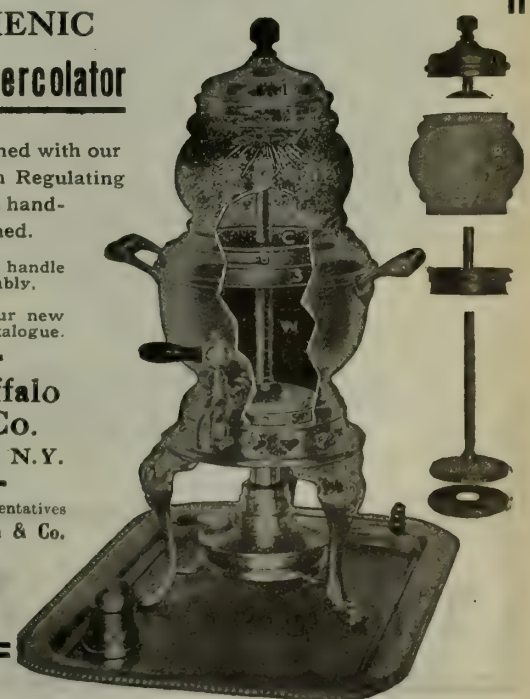
BUFFALO, N.Y.

Canadian Representatives

H. F. McIntosh & Co.

28 Toronto Street

TORONTO



The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

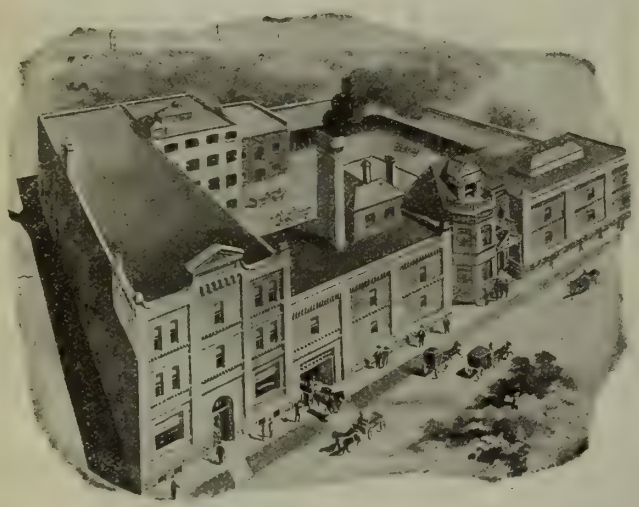
The Hohlfeld Line Leads

This illustration is of one of the deservedly popular numbers being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY
HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg



Ingot Aluminum

Aluminum Solder
Guaranteed Solder
Wiping Solder
Special Solder
Babbitt Metal, all grades
Yellow Brass Ingot
Red Brass Ingot
Ingot Copper
Spelter, Antimony, Phosphor Tin, Phosphor Bronze
Pig Lead, Block Lead, Brass Castings

If you don't see what you want here, ask

The Canada Metal Co., Limited, Toronto

DOMINION STALL FIXTURE



Strongest, Simplest, Easiest to Attach

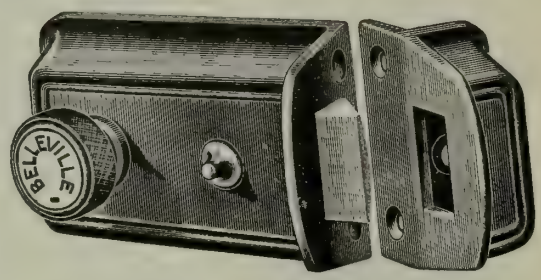
Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock.

Oneida Community, Ltd.
Niagara Falls - Ontario







ASK YOUR JOBBER FOR

The Belleville No. 99 Cylinder Night Latch

The Best and Cheapest

Builders' Hardware of all kinds

Second to None.

Write for our 1910 Catalogue, No. 3

The Belleville Hardware & Lock Mfg. Co., Limited
BELLEVILLE : ONTARIO

"IMPERIAL" ANTI-FREEZING WINDMILL

FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - ONTARIO

Western Representatives
ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

THE CONNOR BALL-BEARING WASHER

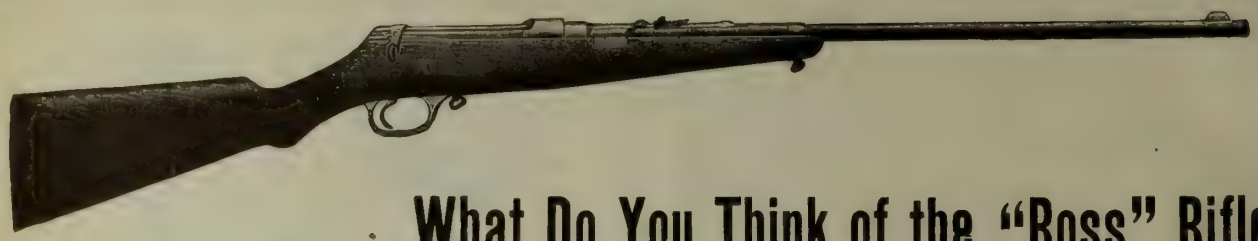


With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



What Do You Think of the "Ross" Rifle?

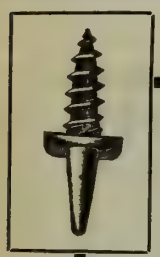


Sales increased 80% last year—mostly repeat orders.
Wherever introduced they scored an immediate success.
The owner of a "Ross" Rifle would not exchange for any other make.
Dealers make good profits.
Supplies can be secured so promptly that a large stock is not necessary.
No trouble with duty.
The "Ross" Rifle gives a good profit to the dealer and complete satisfaction to the buyer.

$25.00 and Upwards.

Write for Illustrated Catalogue.

The Ross Rifle Company, :: Quebec





LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

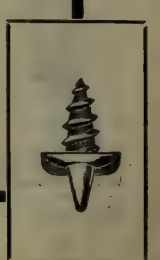
This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

The Steel Company of Canada, Limited

HAMILTON :: CANADA







KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

MAKE SURE

of the quality of your handles. In buying Axe handles, possibly more so than with any other article you sell, quality is an absolute essential.

You can make no mistake if you stock and recommend

STILL'S
AXE HANDLES

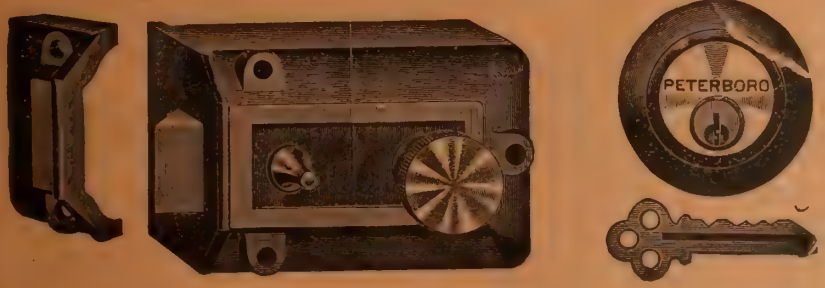
the acme of quality.

Write for prices

J. H. Still Mfg. Co., Ltd.

St. Thomas, Ontario

GET THE HABIT



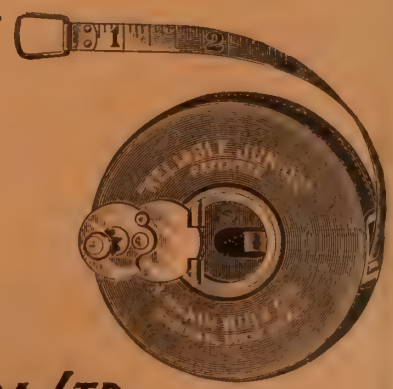
Cylinder Night Latch, No. 103

of stocking Peterboro' Locks, because such a habit will prove profitable to you. Our rim and mortise locks and front, inside and store door sets are just the lines you require to influence all the hardware trade to your store. Send for prices.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

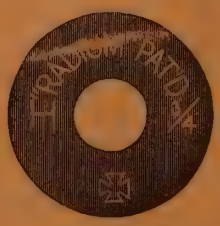
Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We have a large stock of above well-known brand of Steel and are in a position to name attractive prices for early delivery.

SEND US YOUR ENQUIRY

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN · CONN. · U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE · · · MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JANUARY 28, 1911 NO. 4

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

PLYERS VICES

For Sale by Leading Wholesale Houses.

ALWAYS DEPENDABLE

"Queen's Head"

Galvanized Iron

CANADA

Every sheet uniform in weight and coating

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

Indispensable in the Home!

It doesn't take an awful lot of talking to persuade the householder that he really needs a

"Crown" Cobbler Set

They are useful in a thousand ways and are genuine money-savers. Made of the finest materials, the hammer heads are polished, handles wedged in and ferrules are carefully fitted and won't work off knives or hafts.

Contain all the tools necessary for Boot, Shoe and Harness Repairing. Are splendid sellers the year round!



'CROWN' Cobbler
FOR BOOT, SHOE, HARNESS AND TINWARE REPAIRING

Taylor-Forbes Co., Limited

Head Office and Works:

Guelph : Ontario

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL
N. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers' Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

Index to Advertisers and Buyers Guide Pages 48-50. Want ads. page 54.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2¼ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.



Absolute Rigidity

is the leading feature of the

"Faultless" Ladder

It has broad steps with bolts and steel plates clamped tightly to the sides, which eliminate spreading and ensure rigidity. Made from strictly clear, kiln-dried, short leaf yellow pine. Equipped with our famous "Faultless" Lock. We make all kinds of ladders.

Write for Catalogue B

The Stratford Mfg. Co.
LIMITED

STRATFORD, ONTARIO

MAKE SURE

of the quality of your handles. In buying Axe handles, possibly more so than with any other article you sell, quality is an absolute essential.

You can make no mistake if you stock and recommend

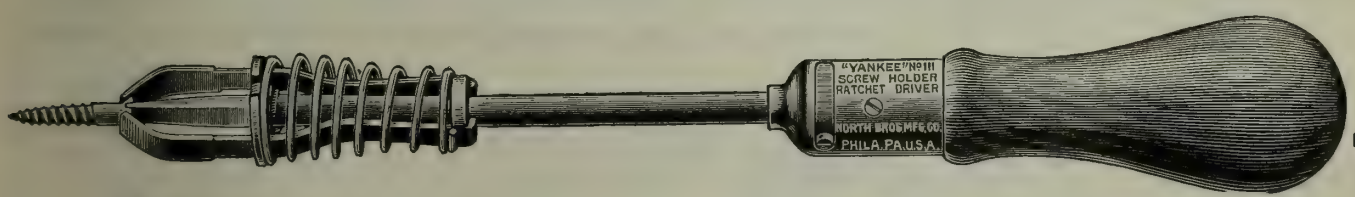
STILL'S
AXE HANDLES

the acme of quality.

Write for prices

J. H. Still Mfg. Co., Ltd.

St. Thomas, Ontario





Somebody is Selling "YANKEE TOOLS"

Somebody is Getting the Trade

IF IT'S YOU—Accept our congratulations. You are wise that "Yankee" Tools are as needful to the Mechanic's outfit as a hatchet and saw—that if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

WRITE FOR CATALOG.

IF YOUR COMPETITOR---WHY NOT YOU? You can get more of this trade and ought to have it. We are interested in your getting it. Why not send your advertising matter with your imprint free of expense? Have your jobber send you a sample lot of the best selling "Yankees." There are 35 styles and 75 sizes to select from.

NORTH BROS. MFG. COMPANY

PHILADELPHIA, PA.



"A good reputation in business goes hand in hand with profit. To tamper with one means the loss of the other."

The Philosopher of Metal Town

The Superior Quality, the Perfect Construction and Expert Workmanship of

"METALLIC" BUILDING MATERIALS

have been **PROVEN** by a twenty-five year **ACTUAL** wear and **TEAR TEST**—the best assurance of satisfied, permanent customers.

Mr. Hardware Dealer—these are the goods it pays to handle. They insure reputation and profit.

"EASTLAKE" Steel Shingles
"METTLLIC" House and Barn Siding
Steel Ventilators and Skylights
Corrugated Iron—painted or galvanized
"METALLIC" Ceilings and Walls
"METALLIC" Cornices and Finials
Eavetrough and Conductor Pipe
Fireproof Doors and Windows

Send for Illustrated Price List No. 4

MANUFACTURERS

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

204

Look for this Trade Mark!

TRADE  MARK

Registered

It is the mark of Quality, branded on every genuine

LUNDY SHOVEL

and will be your guarantee of complete satisfaction. Every "Lundy" Shovel is a welded shovel, noted for its smoothness of handle and finish of blade.

We make nothing but welded shovels, because we are convinced of their superiority. We carry large stocks of our four brands and can promise the promptest shipment.

LION
UNICORN
NUGGET
DEMON
} **Shovels**

Lundy Shovel & Tool Co.,
LIMITED
Peterborough - - Ontario

LAWN MOWERS

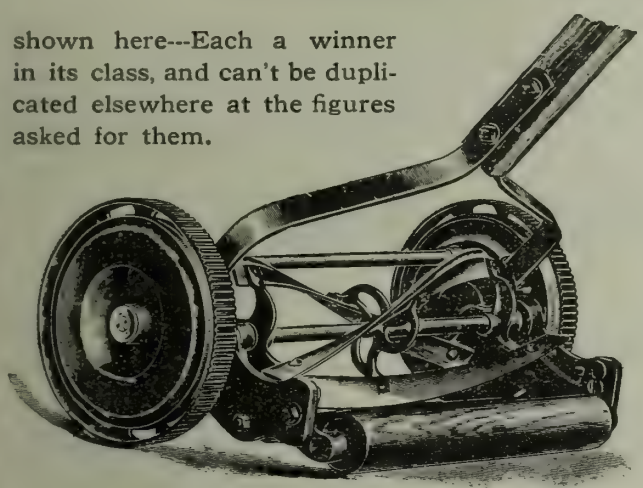
WE SPECIALIZE THIS LINE

With the Result that we are the Largest Jobbers of Lawn Mowers in Canada

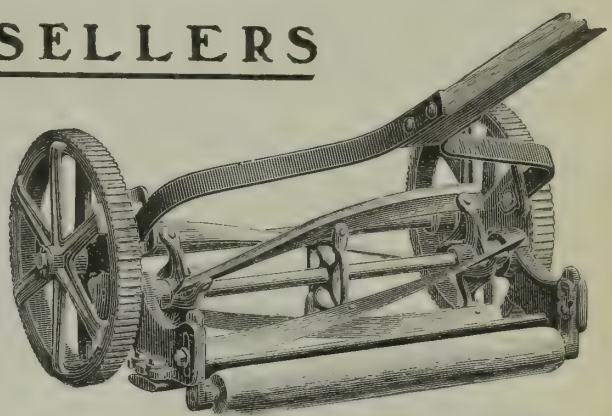
We would **particularly** call attention to the

FOUR BIG SELLERS

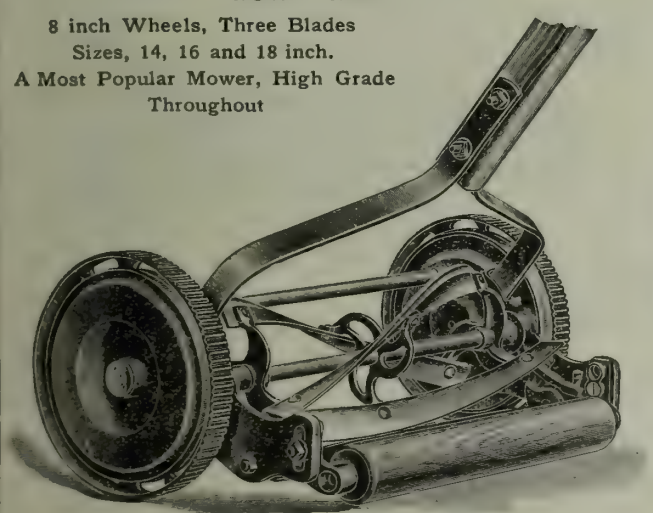
shown here---Each a winner in its class, and can't be duplicated elsewhere at the figures asked for them.



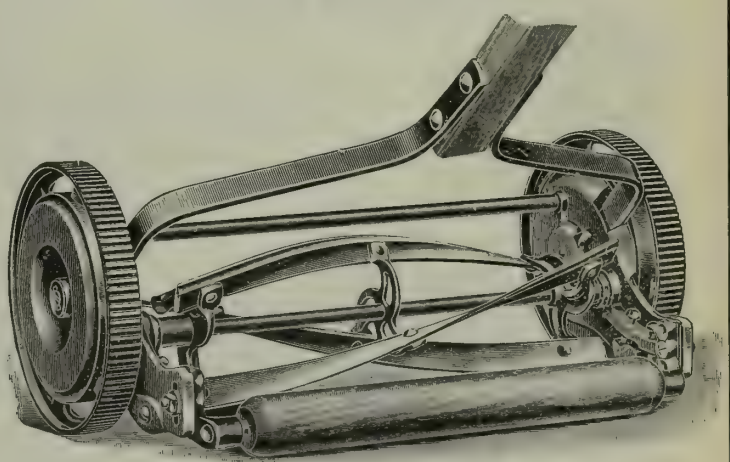
NEW ENGLAND---BALL BEARING
LOW WHEEL
8 inch Wheels, Three Blades
Sizes, 14, 16 and 18 inch.
A Most Popular Mower, High Grade Throughout



BLACK DIAMOND---BALL BEARING
HIGH WHEEL
10 inch Wheels, Four Heavy Blades
Sizes, 14, 16, 18 and 20 inch.
Very Light Running, Beautifully Finished
Moderate in Price.



BALDWIN---PLAIN BEARING
LOW WHEEL
8 inch Wheels, Three Blades
Sizes, 12, 14 and 16 inch.
A Reliable, Easy Working, Low Price Mower.



COMMONWEALTH---PLAIN BEARING
MEDIUM HIGH WHEEL
9 inch Wheels, Three Blades. Sizes, 14, 16 and 18 inch.
No Better or Lighter Running Plain Bearing Mower on the market than this.

We carry large stocks of Lawn Goods of every kind. Ask our salesman or write us for particulars. : : : :

LEWIS BROS., Limited, Montreal

OTTAWA **TORONTO** **VANCOUVER**

The SUGAR SEASON

is not far off now

Satisfy your customers this year by delivering Sap Spouts, Sap Buckets, Syrup Cans, and Tapping Bits at the proper time.

A Satisfied Customer is your Best Advertisement

By placing your order now with us, you will be in a position to meet the large demand you will have for this line during the Sugar Season.

OUR PRICES ARE RIGHT — OUR DELIVERIES ARE PROMPT



GILMORE TAPPING BITS

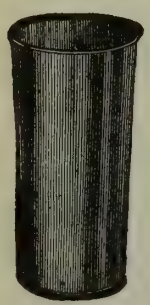


COOK'S PATENT TAPPING BITS

BOKER'S No. 697 TAPPING BITS



Sap Buckets

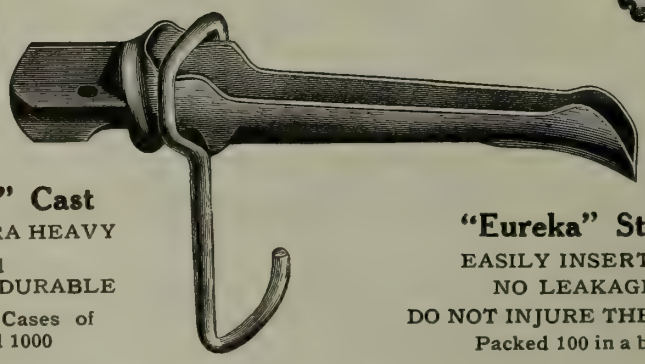


NOS.	7	8	9	12	16
QUARTS	4	5	6	8	12

Maple Syrup Cans

ROUND	SQUARE
GALLONS ½ - 1	1

Special sizes made to order if sufficient quantities are wanted.



"Eureka" Cast
MADE EXTRA HEAVY
STRONG and DURABLE
Packed in Cases of 500 and 1000

"EUREKA" CAST IRON SAP SPOUTS



"Eureka" Steel
EASILY INSERTED
NO LEAKAGE
DO NOT INJURE THE TREES
Packed 100 in a box

"EUREKA" STEEL SAP SPOUTS
With or without Hooks

WE SHIP PROMPTLY — WRITE FOR PRICES — WE SHIP PROMPTLY

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

Cammell, Laird & Co.'s

H.R.D. High Speed Steel

Fast Cutting

Best for Hardness and Toughness. For Finishing Tools, cannot be equalled. Such materials as Phosphor Bronze, Hard Rubber and Brass can be handled successfully with this steel when other steels fail

"Cyclone" High Speed Steel

For Turning, Boring, Planing, Slotting and other Machine Tools, where Toughness, Strength, High-Speed and Fast Cutting are required

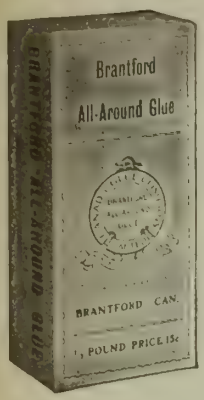
Carbon Tool and Mining Steel

For every purpose

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG



BRANTFORD ALL-AROUND GLUE

(GRANULATED)

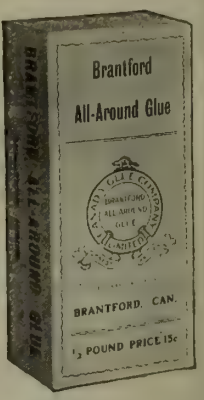
THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

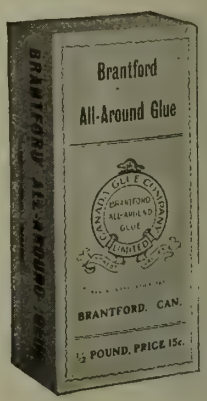
QUALITY TELLS!

J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	" "
Miller-Morse Hdwe. Co., Limited	" "
G. F. Stephens & Co., Limited	" "
Wood, Vallance, Limited	" "
The S. Hayward Co., Limited	St. John, N. B.
Emerson & Fisher, Limited	" "
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	" "
The Fife Hdwe. Co.	Ft. William, Ont.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	" "
Lewis Bros. Ltd.	" "



IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.







E.C. ATKINS ALWAYS AHEAD
TRADE MARK
E.C. ATKINS & CO. LIMITED HAMILTON

That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.

Letter Orders



If our travellers don't reach you as often as you would like, send your orders direct, with the assurance of satisfaction with every shipment. We are specially equipped to fill Letter Orders with unusual promptness, and offer the advantage of thorough experience, up-to-date stocks and first class equipment in meeting all requirements.

Write us for anything you need or are likely to need. We are at your service at all times, whether the order be small or large.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

BUTTS AND HINGES

C S G Co. CRESCENT BRAND

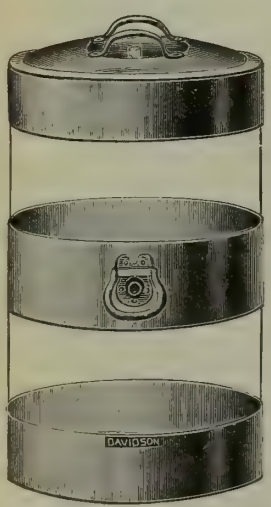
Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

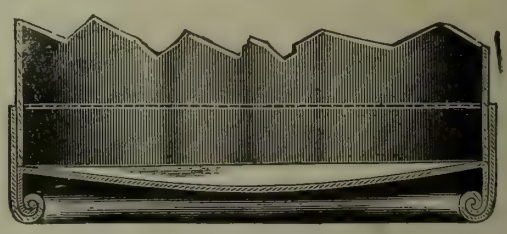
Davidson's Roll Rim Bottom Milk Can Trimmings

ARE UNEXCELLED FOR STRENGTH AND DURABILITY



COMPLETE SETS: Comprising 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches Wide, 20 Gauge, 1 Broad Top Hoop, 1 Pair Cover Handles, 1 Pair Side Handles. In all sizes from 10 to 40 gallons.

The Diagram Shows how our Heavy Roll Rim Bottoms are Constructed. Examine it carefully and see how the Outer and Inner Rims are Rolled in, and then riveted to bottom Hoop.



NOTE THE HEAVY ROUND ROLLED EDGE which makes our bottoms doubly durable, Saves strain on the can owing to the easy manner in which it can be moved by sliding along when full. There being no sharp edge, friction is reduced and practically all wear and tear to Factory Floors and Waggons is eliminated.

BOTTOMS ARE CONCAVE and drain to the centre, and are therefore easy to wash out.

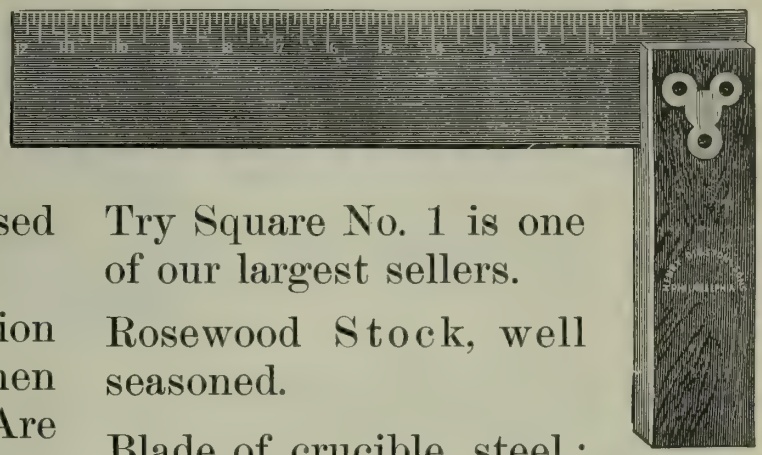
THEY DO NOT CORRODE like those which drain to the side.

A VERY IMPORTANT POINT is that these bottoms are heavily retinned after being made up, which fills all intersections and practically makes each bottom one solid piece of metal with considerably more strength to the square inch than if it had been spun out of one sheet.

Book Your Order Now to Ensure Prompt Delivery.

The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg

DISSTON
TRY SQUARE No. 1



DISSTON Squares are used the world over.

They give complete satisfaction to the most particular workmen in this and other countries. Are known for their accuracy and the high grade materials that are in them.

Try Square No. 1 is one of our largest sellers.

Rosewood Stock, well seasoned.

Blade of crucible steel; blued, hardened and tempered.

Well finished.

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, PA.

Canadian Works:—FRASER AVE., TORONTO, ONT.



MADE IN CANADA

A GOOD GUN IS A GOOD SELLING GUN

The progressive dealer will want to supply his trade with a gun which combines the best and most modern features in hammerless gun construction.

The Tobin Simplex Gun is designed to meet the requirements of the most exacting buyer. It is sold on a money-back guarantee, and being made in Canada, costs less than imported guns of the same grade.

The Tobin Gun is the strongest light gun, and the lighest strong gun made. The frame and all parts of the action are made of steel drop forging, and the hammers, sears, springs and locking bolts, are of tempered spring steel. Only the best imported fine-grain walnut is used in the stock, while the steel of which the barrel is made is that which repeated tests have shown to possess the greatest tensile strength under the strain of excessive loads of nitro-powder.

You should stock the Tobin Gun. Write us for catalogues and information. We can make business for you.

The Tobin Arms Mfg. Co., Ltd. **Tobin Simplex Guns** Woodstock, Ontario

THE STEEL COMPANY OF CANADA, Limited

DOMINION WIRE MANUFACTURING CO.—BRANCH

BRANCH OFFICE:
MONTREAL



WORKS:
LACHINE

Iron and Steel Wire
ALL KINDS—ALL SIZES

Wire Bale Ties
CUT TO ANY DESIRED LENGTH WITH LOOP ON ONE END

Brass and Copper Wire
FOR MECHANICAL AND ELECTRICAL PURPOSES

Dominion Field Fence
FOR FARM AND RAILROAD USE

Wood Screws
IRON AND BRASS—FLAT, ROUND AND OVAL HEADS

BRIGHT WIRE GOODS - JACK CHAIN - COTTER PINS
WIRE COAT AND HAT HOOKS - WIRE BARREL HOOPS
STRAND GUY WIRE - GALVANIZED CLOTHES LINE WIRE

WE HAVE EXCELLENT FACILITIES FOR HANDLING CARLOAD SHIPMENTS
SEND US YOUR ORDER FOR A MIXED OR STRAIGHT CARLOAD

There is a Nicholson-made File for every filing purpose



Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made Files are:

"American" "Arcade" "Great Western" "Globe"
"Eagle" "McLellan" "H & F" "J. B. Smith"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**



Cycles from £3.0.0 net
($15.00 Dollars)

and Big Reductions for Quantities.

We are looking for live business men to take up the sale of our cycles and motor-cycles in Canada—'wheels' with a Twenty-five years British reputation for all-round Good Quality and Finish.

"HOBART" Cycles and Motor-Cycles

Out of Twelve open motor-cycling events held since April, 1910, "HOBART" motor-cycles have won no less than ELEVEN in competition against the leading motor-cycles of the world. Write for our Catalogues and Prices.

Hobart, Bird & Co., Ltd., DEPT. H31 Coventry, Eng.



Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Food Chopper



Dana Mop Wringer takes a woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

A Thing of Beauty is a Joy Forever

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited
38 Ouelette Avenue, Windsor, Ont.



Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at
Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:
Montreal

Sales Offices:
Montreal - - oronto
Winnipeg - - Calgary

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Bell Brand Horseshoes

TRADE MARK



REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office — TORONTO, ONTARIO

You Can Make Many A Sale

of Preston Steel Ceilings for repair jobs---as well as for new constructions---if you study up on the advantages these ceilings offer as compared with plaster. Let us send you our literature, telling about and illustrating

PRESTON STEEL CEILINGS

Your profit-margin on these ceilings---as on all our goods---will satisfy you; and you safely put your store's reputation back of them. Talk Preston Steel Ceilings to your trade---the ceiling that is fireproof, dampproof, sanitary and PERMANENT---never needs repairs---and is most economical.

You Get The Good Of Our Advertising

We will refer to you every inquiry coming from your locality, once you connect with us. And inquiries will be plenty, for our advertising campaign for 1911 will be one that will boom these ceilings. Drop us a line for particulars, pattern book showing a few of our 1,100 designs, and trade proposition.

Learn all the details by writing to

The Metal Shingle & Siding Co.
LIMITED
PRESTON, - ONTARIO
Branch Office and Factory at Montreal

Don't Experiment

with unknown brands of Safety Razors.

Our

Forged Blade "Pioneer"

is the only Safety Razor made of doubly refined Sheffield Steel, and has held its place in the front rank for over 30 years by sheer merit. It will last for years and will cost your customers next to nothing for repairs. The result is that you earn your customers' goodwill, and get a reputation for handling only high-class goods.

Write for Catalogue and Prices

KAMPFE BROS., 8-12 READE STREET NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto



Labor-Saving Devices Sell!

Here's a dandy, the

MAPLE LEAF CLOTHES DRIER

Saves time and toil, and will influence other family trade your way.

Instantly adjusted for use, and packs away into small compass when not required.

Is neat in appearance and hangs close to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen. Send for prices and leaflet to-day.

RONALD MacMASTER, - Vancouver, B.C.

Ontario Sales Agents: STEWART & CO., 122 Wellington St. W., Toronto

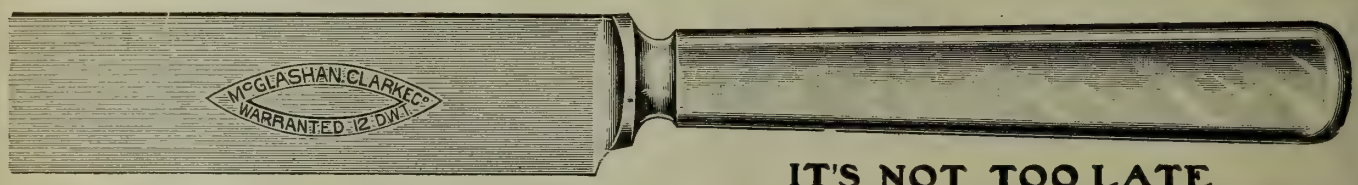
WIRE NAILS

We have the latest machinery and every facility for producing best quality wire nails with perfect heads and points. Special care is taken in the drawing to obtain a regular gauge. Our Wire Nails are guaranteed full weight. Other lines we make and recommend are:

Annealed Wire and Wire Bale Ties — Very Soft and Pliable. Extra Strong. GET OUR PRICES.

LAIDLAW BALE-TIE CO., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



IT'S NOT TOO LATE

to stock up with the very best line you ever handled in cutlery. It is made of finest English Steel, 12 dwt. plate and hand burnished. The handle is secure and the knife is put up in neat rack boxes of half dozen.

Send for our complete catalogue and send promptly.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS: J. MACKAY ROSE, 83 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Porage Avenue, Winnipeg, Man.



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

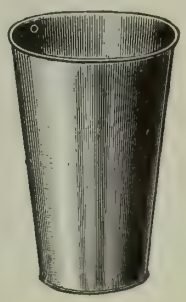
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

Are You Prepared For Sap Season Requirements?

The following lines will doubtless appeal to you:

SAP PAILS

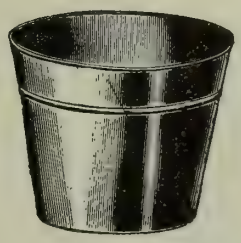
Straight Pattern



Nos.	7	9	12
Gals.	1	1½	2
Dim., Ins.	8½x9	9x9	8¾x12½
1C Per 100	$11.50	14.00	15.00

SAP PAILS

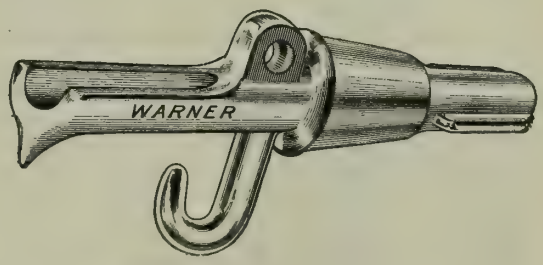
Flaring Pattern



Nos.	70	120
Quarts	6	10
Dim. Ins.	10x6¼	11¼x8½
1C Per 100	$11.25	15.00
1X " "		18.50

SAP SPILES

"Warner" Malleable Iron



Per 1000 $45.00

SAP SPILES

"Eureka" Cast Iron



Per	1000	$12.00
"	100	1.30

Packed in boxes of 500 and 1000

The usual discounts are given off the above prices.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon

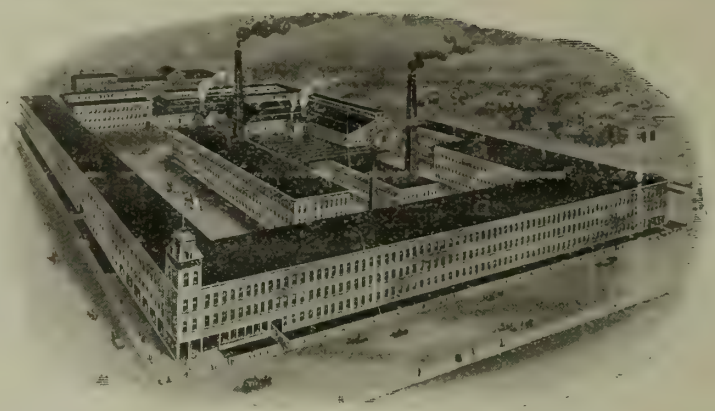
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO
and
MONTREAL

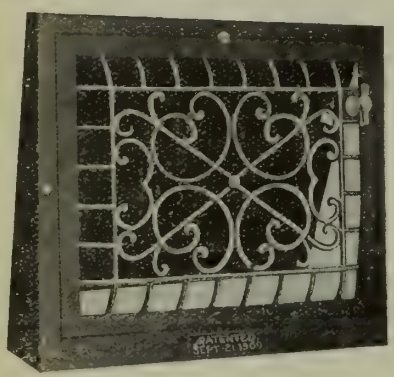


WINNIPEG
and
VANCOUVER

WHERE "JEWELS" ARE MADE

To the Western Trade—We have under construction in Winnipeg a large Modern Warehouse which is nearing completion. We will carry a large and complete stock of Stoves, Furnaces, Scales, Curry Combs and Hardware Specialties. Our travellers are about to start out and we bespeak for them a share of your trade. Our goods have always been popular with the Western Trade and our aim is to make them more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

Get the local agency for "Safelock" Wire Fence



You will find "Safelock" the best selling line of wire fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality.

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents: The Brandon Safelock Fence Co., Brandon, Man.

Saves Time and Talk

A well-known buyer says:

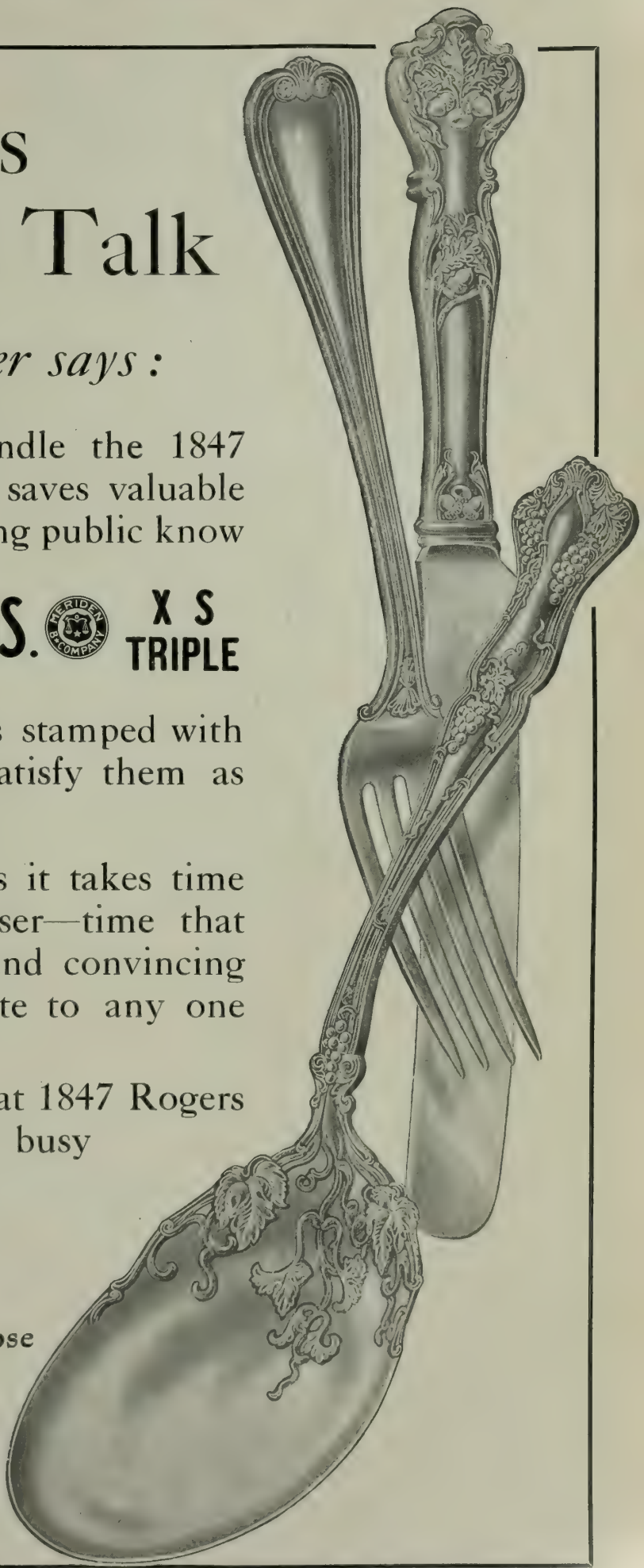
"I find I must handle the 1847 Rogers Bros. brand. It saves valuable time and talk. The buying public know

1847 ROGERS BROS. MERIDEN BRITANNIA COMPANY **X S TRIPLE**

and to show them goods stamped with that trade-mark is to satisfy them as to the quality.

"With other brands it takes time to convince the purchaser—time that even the most capable and convincing salespeople cannot devote to any one line.

"I am convinced that 1847 Rogers Bros. is the line for the busy dealer to tie up to."



Our Latest Pattern in
"Silver Plate that Wears"

The American Beauty Rose

MERIDEN BRITANNIA CO.
HAMILTON, CANADA
Meriden, Conn.
New York Chicago San Fransisco



DESIGNS IN

1847 ROGERS BROS.

"Silver Plate that Wears"

The Silverware You Handle

should be known by reputation to your customers; should give perfect satisfaction; should be the kind that is advertised the year round by the makers; should be "Silver Plate that Wears." If it meets all these requirements it is

1847 ROGERS BROS. MERIDEN BRITANNIA COMPANY **X S TRIPLE**

The most widely known brand of silver plate. It has the confidence of the public.
It is the standard to which other silverware is compared. The trade mark has been a household word through three generations.

MERIDEN BRITANNIA CO. **Hamilton, Canada**

If you have never bought

GILBERTSON'S

COMET

Galvanized Sheets

Why don't you give them a trial?

Don't take any other brand.
Insist on getting "Comet."

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

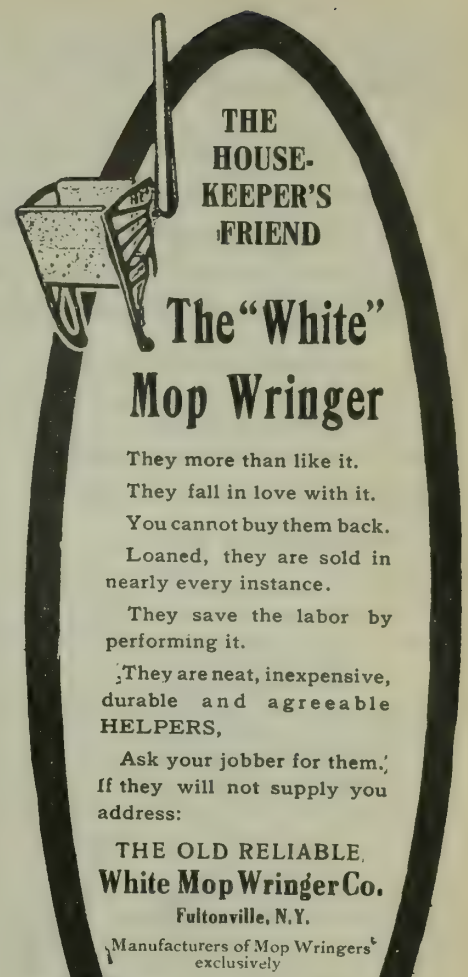
KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE

White Mop Wringer Co.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction

---

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

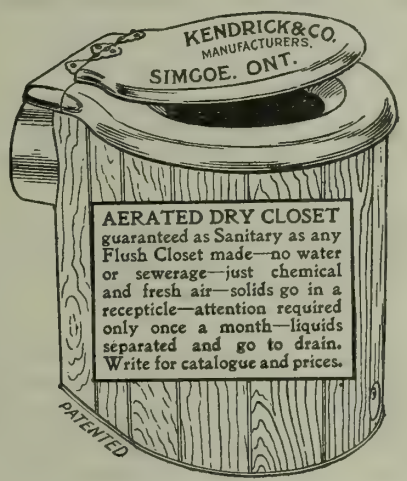
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . ONTARIO



Makes its own gas.



$6.75

Gives more light than 10 oil lamps or 5 electric lights.

"It midnight into noonday turns, but air instead of money burns."

Auer Light Co., MONTREAL

Established 19 years

MANY STYLES.

ECONOMICAL SATISFACTORY

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.

Office: 152 McGill Street

MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

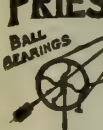
Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies. Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.

BALL BEARINGS

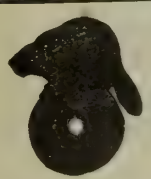




SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

Hardware Specialties

Something new comes every day. Our latest productions are:—A New Sprayer, a New Ash Pail, New Gas Oven, New Charcoal Stove, and a New Salamander Stove. We make them.

Ask for Catalogue.

THE COLLINS MFG. CO, - TORONTO

IRON AND STEEL.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

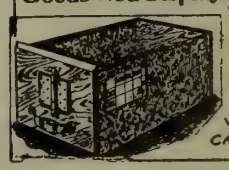
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

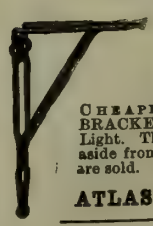
SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SKATING RINK SCRAPERS.



HARDWARE MEN
sell the Rink in your town an
ICE SCRAPER
saves time and half the labor.
JAMES & REID, Sole Mfrs.
Perth - - - Ont.

SNAPS.

"Yankee" Round Eye Swivel Snap

No. 830



5/8-3/4-7/8 1-in. sizes

Brass Lever Spring. Pressed Steel Tongue. XC Plate or Imitation Rubber Finish.

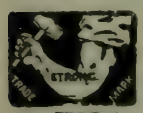
Covert Mfg. Co., Troy, N.Y., U.S.A.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave. **CHICAGO, U.S.A.**



Make **ONE POUND** of TOOL STEEL EQUAL 10 LBS in FORGED tools.

Write for Catalog.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works

17 Pontiac St. - **Montreal**

MOP STICKS

"The Tarbox Brand"

Made in Canada

Many kinds

FOR ALL PURPOSES

Distributed through practically all of THE LEADING JOBBERS

Send for Catalog.

Manufactured by

TARBOX BROS. - - ***Toronto***

(Established quarter of a century under the same personal management.)

FOR SALE

Aluminous Abrasive made under Canadian Patent No. 116400 to A C. Higgins.

ADDRESS

NORTON COMPANY

CHIPPAWA ONTARIO

Look for the Name

MYERS

Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

NOVASCOTIA TEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA

PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERY WHERE

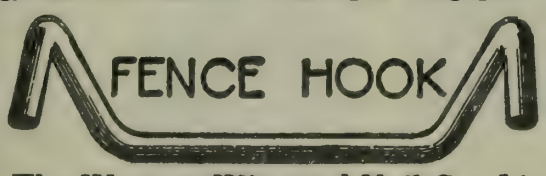
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK ***For Fastening Wooden Pickets of Wire Fences***



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

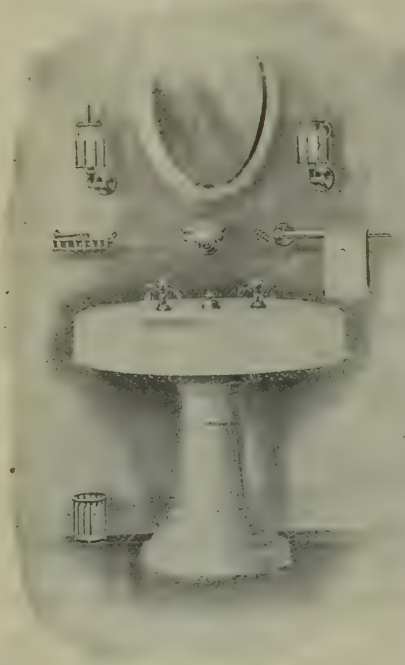
The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St., - - - TORONTO

Plumbing Supplies





Plumbing Fixtures should be selected to give permanent satisfaction—to last as long as the house.

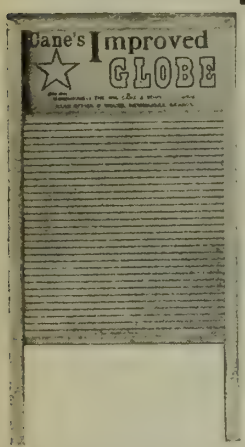
The tanks of many closet outfits are continually requiring attention. Frequently the plumber is forced to give much time to tank troubles at his own expense, client won't pay if Tank don't give satisfaction.

All our closet combinations are supplied with substantially made tanks, having our Improved Ball Cock and guaranteed for satisfaction.

ASK FOR OUR

"ELGIN" Wash-down Closet Combination
"SIMPLEX" Syphon-Jet " "
"ASTORIA" Syphon-Jet with extra large water seal

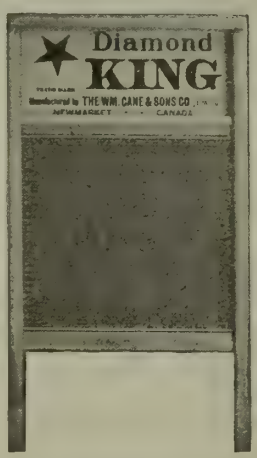
The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide Street West - TORONTO



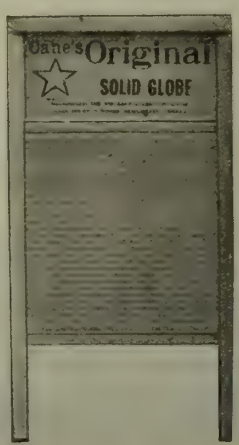
Cane's Washboards

are the Best and Cheapest.

We make this statement without any reservation, because we know that Cane's Washboards are better made, from better materials, than any other line of washboards on the market, at anywhere near the same price.



Three of our Leaders



The high-class finish and appearance of Cane's Washboards are in keeping with the soundness of their quality.

Sold by all Jobbers

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONTARIO

NAILPULLER INSURANCE

This Metal Bound Tag on each

New Jumbo Nailpuller

means
SATISFACTION to the User.
PROTECTION for the Dealer.
MORE SALES for the Jobber.

Get our complete Catalogue of
HARDWARE SPECIALTIES

The BRIDGEPORT HARDWARE Mfg. Corp.
Bridgeport, Conn., U.S.A.

THIS TOOL IS RIGIDLY TESTED & INSPECTED

GUARANTEE

Should this puller fail to give good service on account of any defect either in workmanship or material, the dealer who sells it is authorized to replace it with a new tool FREE OF CHARGE.

The Bridgeport Hdw. Mfg. Corp.
BRIDGEPORT, CONN.
U. S. A.





No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

NOTICE

VOL-PEEK Granite Cement

Is now put up in 15c. packets, these are again put up in Show Stands printed in two colours, with advertising matter, and cut of man mending a pan.

This stand makes a very catchy and showy display

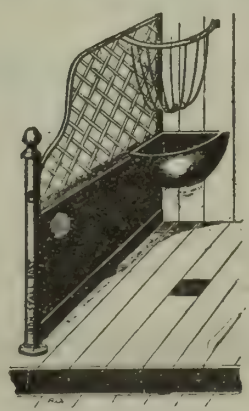
These stands contain 30 15c. boxes.

Cement will sell very fast in this new size.

Each stand costs you $2.50 prepaid with advertising matter, retails for $4.50; this gives you 80% profit on each sale. Send in your order for one or more stands and we will date your invoice at 30 days.

H. Nagle & Co.
MONTREAL, QUE.

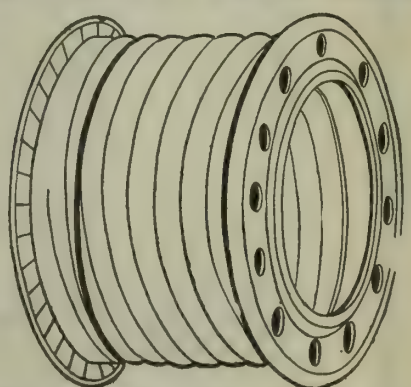
IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES

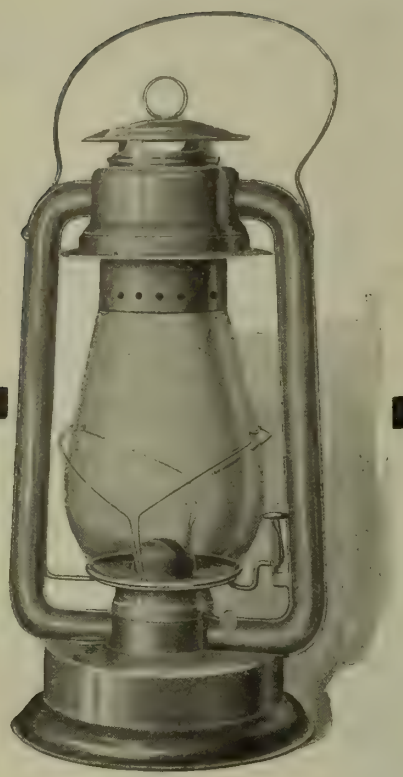


Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers



02 Cold Blast Lantern

A Serviceable, Cheap C.B. Lantern

Price, $5.75. Can you Beat it? at the price!!

A new Cold Blast Lantern. Not an inferior imitation of the "BANNER." Made of Heavy IX Tin. Toughened Crystal Globe. Double Seamed Oil Well, Cannot leak. Strong Lift, Tin Burner.

Why import Lanterns when you can get Canadian Lanterns of Superior Quality for less money?

For Sale By All Jobbers

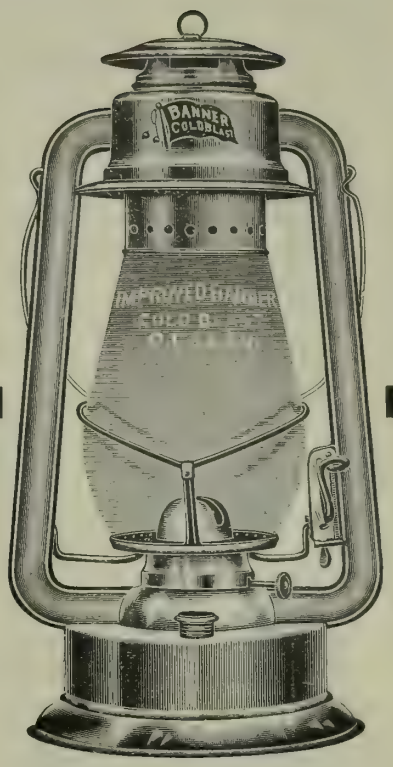
Ontario Lantern and Lamp Company, Limited

"BANNER" 1911

THE Cold Blast Lantern

We Invite Comparison. Price $6.75

No more than for Inferior Lanterns



Complete with Wick
"Guaranteed Windproof"

1911 IMPROVEMENTS---Our Enlarged Oil Well. The "BANNER" now burns 15 hours longer than any other. Reinforced Lift Lock is a marked improvement. Solid Brass Burner. Lasts twice as long. No corrosion.

IMPOSSIBLE OF IMPROVEMENT---Our Patent Automatic Safety Lock cannot jam your fingers and is a great con venience. Our Extended Foot prevents rust. Our Patent Double Seamed Oil Well. No solder, cannot leak.

Brains. Skilled Mechanics. Best of Materials.

Result: The "BANNER" C.B. Lantern Pleased Customers, Increased Sales.

Ask Your Jobber for This

HAMILTON	VANCOUVER	MONTREAL	WINNIPEG
Cannon Street East	429 Pender Street West	30 St. Dizier St.	151 East Notre Dame Ave.
Head Office	A. J. Smaill	W. T. Grose	Bissett & Loucks



Dominion Proved and Improved Ammunition

SHOOTS WHERE YOU HOLD.

Dependable and unexcelled for accuracy, high velocity and cleanliness.
This is the verdict of every Shooter who has used a box of

NEW DOMINION



Our new lithographed labeled boxes make a very attractive display on your shelves
Nets you from twenty to sixty per cent. profit.

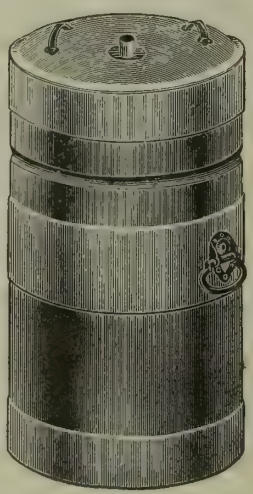
Dominion Cartridge Co., Limited

MONTREAL, - CANADA

AMMUNITION MANUFACTURERS

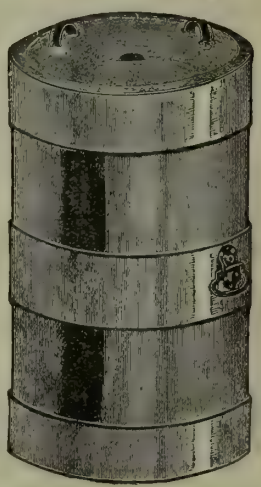
FACTORY MILK CANS

Bodies of E. T. Pattern are made of 22 gauge Tinned Iron, and without Centre Bands.



Eastern Township Pattern

Prices on Application



Broad Hoop Pattern

Bodies of B. H. Pattern are made of 24 gauge Tinned Iron, with Centre Bands, and 22 gauge Tinned Iron, without Centre Bands.

Gallons	10	15	20	25	30	40

The Sheet Metal Products Company

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

Staff Salesmanship Becomes an Important Factor

Merchants Should Strive to Interest Clerks in Their Work and in all Matters Pertaining to the Trade—Suggestion is Made That Clerks' Association be Formed—Hardware & Metal Contest Starts.

A good clerk is a valuable asset in a hardware store; a poor clerk an obstacle to the successful development of the business. The question of securing and maintaining a capable staff has become, therefore, an important one from the standpoint of the merchant. If he is wideawake to the best interests of his business, he will strive to get the members of his staff interested in their work and will do all in his power to improve their knowledge of salesmanship and business methods.

In numerous cases, merchants have aroused their clerks to redoubled interest by giving them a certain measure of responsibility. Placing one department under each clerk is often found an effective method of stimulating the salesmen in their efforts. In a general way, it is found advisable to give them an opportunity to peruse all available literature pertaining to the trade, and to thus absorb a fuller knowledge on practical points. The trade paper, reflecting as it does, the opinions of the best men in the trade, is an effective method toward this end.

A question that might be introduced at the coming convention at Peterboro concerns clerks and has to do with the formation of an association for them in close affiliation with the parent body. There are a number of clerks throughout the province who would like to see the question brought up and it is probable that some of the members will father it.

Frank Ready, a clerk in Smith's Falls, is one of those who feels that if the clerks could be brought into closer relations with the employers and be united through an affiliated organization, they would derive a great deal of benefit in more ways than one.

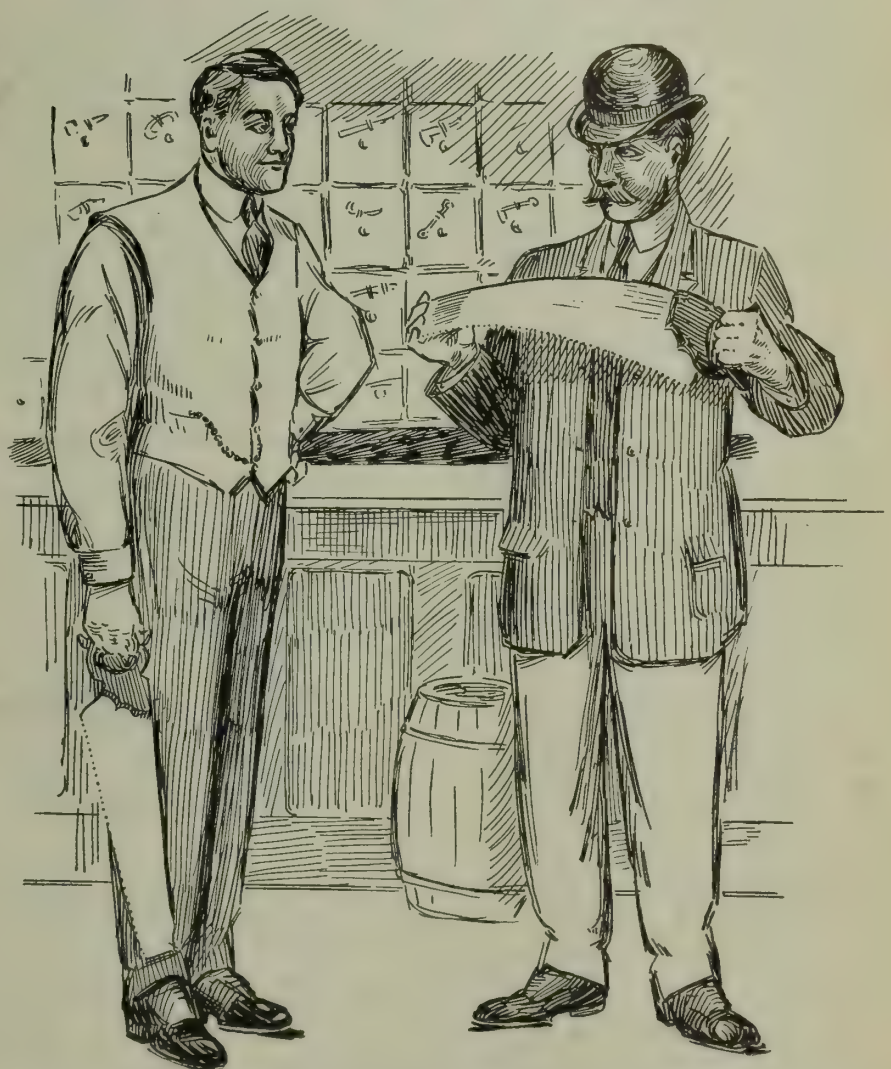
Perhaops one of the chief obstacles to this idea is the fact that if an employer attends the convention, his staff is greatly weakened if, in addition, he takes with him one or more of his clerks. However, there are numerous instances of arrangements that have been made in the past whereby the employer attended on one day and the head clerk on another. Thus the store was represented throughout the entire convention.

Several employers in Eastern Ontario when asked their opinion on this point were practically all in favor of it and while they would like their clerks to attend, if possible, they wanted to be there themselves. The most of them likewise, seemed to think that it might be arranged for their head clerks and not a few stated that they were entirely in accord with the proposal and would see to it that some of their staff would be given time to attend the convention no matter what was done about an association for clerks.

HARDWAREMAN MARRIED.

Edward Charles Hall of Linton & Hall, Calgary, was married on Monday, Jan. 16 to Miss Ethel May Bawden. Mr. and Mrs. Hall are returning to Calgary next week. The groom is a member of one of the most progressive hardware firms in the west.

What Would You Say?



Customer (to salesman in hardware store)—"I like this saw and would buy it, but the price is a little high. Guess I'll have to buy one of those cheaper saws after all."

Every hardware salesman at some time or other will have a customer make a statement to this effect. What, in your opinion, is the best way to deal with the problem? How would you answer, in order to advance the interest of your employer and also keep in mind the best interests of the customer?

For the best answers, Hardware & Metal will give the following prizes:—

1st—$3 and Hardware & Metal for one year.

2nd—Hardware & Metal for one year.

Answers to be from 25 to 100 words in length. If the writer wishes to give an actual experience, he may extend his answer. The contest is limited to clerks. A new problem will be published every second week, and the winning answers will be published in full.

Address all replies to The Editor, Hardware & Metal, 143-149, University Avenue, Toronto.

Advertising to Produce Business

This is the End to Keep Always in View—Advertise the Goods You Want to Sell—How to Advertise Household Scales.

Some one has said that "the time to advertise is when you want more business," and another authority has retaliated by saying that "the time to advertise is all the time." So far as the retail hardwareman is concerned, both sayings are true, for there is scarcely a dealer anywhere who would be disappointed at having his business increased, at any season of the year.

What kind of advertising will produce more business? What can the dealer say in the newspapers, that will help to move goods from his shelves?

There is room for great difference of opinion, in discussing these questions, but there is at least one fundamental point on which all who have studied advertising problems are agreed. It is, that money is simply wasted, in the old-fashioned method of filling newspaper space in some such way as this:

HARDWARE

We Are Headquarters For All Kinds of Hardware

JOHN SMITH.

This kind of announcement is assuming that the advertising pages of a newspaper are simply a business directory, through which intending purchasers will hunt for the names of firms handling the goods in which they may be interested. It presupposes an intention to buy, on the part of the reader, and it makes no effort to actually create a desire to buy.

Don't cover the Whole Line.

No dealer can, in a single advertisement, do justice to his complete line, and it is useless to attempt it. What he should do, is to look over his stock and make a note of the different articles which he is most anxious to sell. Then, write up a strong advertisement, setting forth the desirable qualities of these articles, confining each advertisement to one article or one line, unless the space used is quite large.

Mid-winter months are not, as a rule, brisk ones in the hardware store, and it would be difficult to pick out any goods which may be said to be distinctly "seasonable" in January and February. But there are many lines which are used just as much at this time of year, as at any other. Any of these articles could be made the subjects of good business-bringing advertisements, during the next few weeks.

Advertising Household Scales.

Household Scales are such a line. They are used at all seasons, and, if they were properly advertised, there is no doubt that their sale could be greatly increased. Every housewife is a possible buyer.

On this page is shown a sample advertisement for household scales. Every reader of Hardware and Metal who would like to sell scales, is welcome to use this advertisement in his local paper, either with or without change.

This advertisement has to be written with considerable tact, so as avoid offending the grocers and butchers in the town, while, at the same time, awakening a desire in the mind of the housekeeper to own a scale and thus have some check upon her purchases. We think that this has been treated in such a way as to have no sting even for the most sensitive merchant.

Illustrations help.

Advertisements should be illustrated where at all possible. This helps to draw attention to the ad. and also gives readers a general idea of the appearance of the goods advertised.

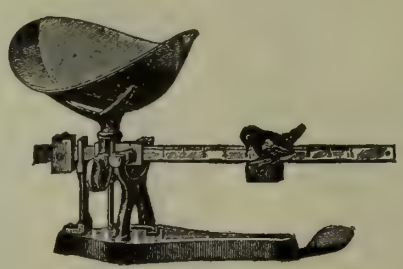
It is an easy matter to secure cuts to illustrate the various goods you wish to advertise. The manufacturers will be glad of the chance to assist you by supplying the electros. Just look through their catalogues until you find a cut the right size, and then write them asking for the loan of an electro. The request will not be refused, and, by looking around, you can keep your advertisements illustrated with new and attractive cuts at all times.

This sample advertisement is written for a space two columns wide by four inches deep, but it can be made to fit any ordinary space, by rearranging the type display. The printer may be trusted to carry out the readjustment satisfactorily.

Anaysis of Advertisement.

Look over the advertisement printed with this article, and you will find that it tells, briefly and in every-day language, why a household scale is a desirable thing to have, and what particular kind of scale John Smith has to offer. These two points must be brought out in all good advertising, and, in retail advertising, another important point is to publish the price of the articles advertised. This gives to the ad. the status of a definite business proposition, and everyone who reads it will give it the attention it deserves.

Why Not Buy a Household Scale?



When paying a bill, you demand a receipt from your merchant, as a protection against his carelessness or dishonesty. Why should you not also protect yourself when buying goods by weight? Though there may not be any actual intention to defraud, yet, through the dealer's hurry or carelessness, you may not be getting all you are paying for. Our Household Scales are accurate and will afford a perfect check.

This scale has a capacity of from 1 oz. to 10 lbs., and it is absolutely reliable. All the weighing is done on the beam, so that no weights are required.

It is very durable—no intricate parts to get out of order. The beam is nickel plated and the scoop is strongly made of tin, Weighing only 8 lbs., the scale is easily handled, and takes up but little room when not in use.

We can thoroughly recommend this scale to give satisfaction. Every household should have one, to check up materials purchased, and weigh ingredients for cooking.

OUR PRICE, - - EACH.

JOHN SMITH

DEALER IN

HARDWARE, STOVES AND TINWARE

By using advertisements of this kind and changing the subject matter, the dealer will not only keep himself before the public as a hardwareman and stove dealer, but he will clinch many a customer who may have been thinking, in a hazy way, of buying some such article as a household scale.

What To Do During the Month of February

Every Hardwareman Should Attend the Convention—Finish up Stock-taking and Hold a Clearing Out Sale—Plan Early for Spring Trade—Devote Dull Period to Outside Canvassing.

Toward the end of every month, the far-sighted merchant begins to lay plans for the month that is ahead. Understanding the importance of being well prepared, he sits down and figures how best he can work for the advancement of his business and decides what measures he will take during the coming month.

February is generally a dull time from the standpoint of trade. It is therefore doubly important that the hardwareman enter on that period with definite plans laid for the stimulation of business conditions.

First and foremost among the things to be done during February, the progressive merchant should resolve to go to Peterboro. By preparing beforehand, every hardwareman can arrange to attend the convention without causing loss of business. In any case, the benefits obtained will more than counterbalance the temporary inconvenience. New ideas and a better knowledge of the trade are worth going a long way to secure and the merchant who neglects to attend the convention will voluntarily pass by a good opportunity to better himself.

Finish up Stock-taking.

A point to be considered at the first of the month is the finishing up of stock-taking—if this very essential matter has not been already attended to. In the course of a short trip last week through a number of eastern towns, a representative of Hardware and Metal was surprised to find that a great many dealers had not up to that time started to make their annual inventory. They had delayed doing so, for various reasons. One of the number proclaimed his intention of not doing anything this year at all. It is very important that the taking of stock should be completed before preparations are begun for the spring trade. No merchant can afford, therefore, to leave his inventory work any later than the first or second week in February. After that time, stock-taking operations would very seriously hamper the regular business of the store and would undoubtedly mean loss to the proprietor, both of trade and customers.

Clearing Out Sales.

The month of January is generally recognized as stock-taking month, one reason being to leave the first part of February open for special sales. The after-inventory sale has become a feature of a great many hardware stores. Every February the custom is to collect all goods that the proprietor feels should be turned over without delay and to proceed to effect the sale of the same. Special inducements are generally offered to facilitate sales. In many cases, hardware firms have held these sales for years back and the public has come to expect them. In consequence there is a great volume of business done. Not only are the "bargain goods" sold out but the demand extends to the regular lines and the store does enough business to more than make up for the period of dullness preceding. In a Brantford store last February, graniteware and kitchen utensils were featured, with the result that in two days time $500 worth of stock was sold.

It is advisable to hold clearance sales in February, for several reasons. In the hardware store, perhaps, more than in any other mercantile establishment, odds and ends of stock are prone to collect and accumulate. The grocer is compelled to keep his stock turning over because the goods are perishable. Hardwaremen are not fronted with this necessity, however, with the natural result that a great deal of old stock is always on hand. Left-over goods are certain to depreciate in value, however, and it is advisable to prune out the old lines at certain stages of the year. The logical time to hold a big clearing sale is immediately following the taking of stock, when the merchant knows just what he has in the store and the goods that should be sold at once.

Prepare for the Spring.

During the month of February, considerable thought and time should be given to preparing for the spring trade. The hardware store needs a large supply of new goods to meet the spring demand and it is always wise to order early. During the coming month, then, the hardwareman should lay his plans and also do a great deal of his ordering. If the spring opens early—and weather prophets say that all signs point that way this year—the store will be ready to handle the business.

Do Outside Work.

During February also, an effort might easily be made to "hustle" some business by outside canvassing. The merchant, during a portion of the month at least, will not find the demands on his time so great that he will not be able to get out of the store. Building prospects are generally pretty well-known before spring opens, particularly in the smaller places. It would not be a difficult matter, then, for the hardwareman to find out just what buildings are to be built in town during the coming year. By calling on the owners or the builders, he would undoubtedly be able to secure some valuable orders for builders' hardware. A tour around the factories should uncover a certain demand for tools, belting and paint. If time allowed, the hardwareman might take a few trips out through the surrounding country and canvass the farmers for wire fencing, cream separators and general hardware lines.

During February, it does not pay to passively wait for the trade to come. Go to the trade. Most people will leave off shopping during the cold weather and there is consequently a lull in trade. The dealer has it in his power, however, to offset this by creating a demand for certain goods by earnest personal effort.

Brief Pointers for the Month.

First and foremost, go to the convention.

Do not forget to advertise.

Stoves can be sold if an effort is made. But not otherwise.

Do not pack those Christmas goods and odd winter lines away until next year. Clear them out now and save serious losses.

How about a sale of kitchen utensils and tinware? There is a splendid opportunity for the sale of these lines.

Do not neglect the store windows. Christmas may be over but window displays are just as necessary now as they were then.

A LARGE CALENDAR.

Hardware and Metal is in receipt of a calendar from the Carborundum Co., Niagara Falls, of unusual size. It gives a realistic view of the Falls in the middle of winter.

STEEL WIRE ADVANCE.

New York, Jan. 23.—Judge E. H. Gary, chairman of the United States Steel Corporation, declared to-day that the recent advance of $1 a ton in steel wire prices by the American Steel and Wire Company, a subsidiary of the steel corporation, was because the previously prevailing price was too low to insure a reasonable margin of profit. He would not comment on the possibility of price changes on other steel corporation products.

FIRM MAKING STOVES.

The Lee Manufacturing Co., Pembroke, Ont., have their new foundry in operation and are now making stoves, ranges and bone crushers. This firm now manufacturers quite a diversified line of hardware goods.

HE WENT TO COLLEGE.

Two girls were overheard in a street car discussing an approaching Yale-Princeton football game.

"I certainly hope Yale wins," said the one.

"Why so?" asked the other.

"Because Jim went to Yale. Jim's that drummer I told you I met the other week."

"Aw, come off, Bess; Jim never went to Yale."

"Yes, he did, too. I didn't believe him at first either, but he proved it to me. He showed me the lock to his room at college. It had 'Yale' stamped on it."

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - - - 511 Union Bank Building. Phone 3726
Vancouver, B.C. - - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

NEW FEATURES OF HARDWARE AND METAL.

Recognizing the important part that advertising plays in business to-day, Hardware and Metal will, in future, pay considerable attention to that subject. An effort will be made to help the retail hardwareman to advertise effectively and hints and criticisms will be supplied regularly. The subject is one of wide interest for all hardware dealers and suggestions or material from readers along this line will be very gladly received.

With this issue, Hardware and Metal begins the contest series for clerks, "What would you say?" All clerks are cordially invited to try for the prizes which are offered for the best answers. At the same time, the prizes do not constitute the greatest benefit that the salesman can derive from following this series. By watching each contest and reading the replies, it will be possible for the clerk to broaden his insight into the "tactics and strategy of salesmanship." He will find how others cope with trade problems and will gradually improve his own worth as a hardware salesman. And that is where the greatest benefit will be gained.

Do not hesitate to send in your answers. You have as much chance as the rest and the consideration you give the matter will have a distinct educative value.

KEEPING TRACK OF PROSPECTS.

Hardwaremen should train their whole staff from the teamster up, to be business scouts—always reconnoitering for chances of making sales. If anyone in the organization hears of a person who is thinking of buying a washing machine, vacuum cleaner or any other article sold in a hardware store, the fact should be reported at once, and immediate steps taken to secure the order.

Not long ago, a metal roofing traveler called on a dealer in a town north of Stratford, and asked if he had any roofing prospects. The dealer scratched his head in deep perplexity, but finally remembered that a farmer had called in a couple of weeks previously and said that he was going to buy a metal roof. He hadn't made any effort to see him, but he assured the traveler that this man was a regular customer of his, and wouldn't think of buying from anyone else.

The traveler hired a livery rig and drove out to see this prospect, the dealer not being sufficiently interested to even accompany him. He was surprised to learn that a more enterprising agent had been out to see the farmer several days before, and closed the business. The first dealer could easily have made the profit on this sale, if he had put forth an effort to land his prospect.

Contrast this with the methods adopted by agents for pianos, sewing machines, or insurance. If they learn the name of a prospective customer, no matter how roundabout the source of information, they get on his trail at once, and they keep after him until he has bought.

If this kind of energy were applied generally to hardware salesmanship, the results would be marvelous. The sales of paint, builders' hardware and all kinds of farm supplies could be very greatly increased by aggressively canvassing the contractors and farmers. Although many dealers have already adopted this policy, there is still room for improvement in the selling methods of most hardware stores.

IMPROVING OF SALESMANSHIP STATUS.

The augmented interest taken in questions of salesmanship of recent years has resulted in greater importance being attached to the matter of clerks. It is now considered that the success of a store depends to a not inconsiderable extent on the efficiency of the clerking staff. Energetic and obliging clerks are a great asset; slow, poorly-informed, unwilling salesmen are a distinct detriment.

Hardwaremen, generally, have become anxious, therefore, to interest their staff in trade questions and to thus help them to become well informed and progressive. They perceive the importance of creating a higher degree of efficiency, and are willing to help their assistants along in every way.

The suggestion emanating from a young salesman in eastern Ontario, that a clerks' association be formed, in affiliation with that of the merchants, evidences the interest that some clerks, at least, take in the matter of improving their own knowledge. It is impossible to say at this writing whether the idea is feasible or not, but, at any rate, it points to an earnest ambition on the part of the class of young men, represented by the advocate of the plan.

Too much attention cannot be paid to the problem of raising the status of the store staff.

THE METAL SITUATION—BULLS GAINING.

The metal situation in Canada is best characterized as "eminently satisfactory." At the first of the year, some uncertainty was felt—the inevitable result of the farecasted slump in the American steel and iron industry. But since then the tone of the market has shown such a marked tendency to strengthen and improve that the last trace of doubt has disappeared. Orders for present and future requirements are being freely placed, and it is no exaggeration to say that the condition of the trade is much better than it was during the same period last year. Buyers and sellers alike seem to be imbued with fullest confidence and it is expected that 1911 will prove a splendid year.

The chief interest has centered in tin. The London syndicate have displayed the completeness of their control by steadily forcing the price up week by week. It

is expected that next week will see the price 50 cents and speculations runs rife as to what will happen after that. Paradoxical though it may seem, the demonstration of absolute control by the syndicate has been accompanied by a much healthier tone in tin. Orders are more freely placed and in greater number. The explanation seems to be that those who were inclined to hold off in the expectation of a slump, have become convinced that all "bearish" tactics are doomed to prove futile and are now ready to cast in their lot with the "bulls."

In other metals there is a seasonably healthy tone and general activity is the dominant feature of the market.

PROPER BOOKKEEPING NECESSARY.

Trade conditions in this country are prosperous and business failures are not a frequent occurrence. The retail merchant in Canada is, generally speaking, progressive and business-like in his methods, but there are exceptions. In a large proportion of cases, where petitions are filed in bankruptcy, the cause is found to have been the absence of proper business management and ignorance of bookkeeping. Some traders are so slack in their methods that they are never able to tell where they stand or to determine whether they are earning a profit or paving the way to certain failure. Consequently, they are not forewarned and are not in a position to remedy matters before a crash becomes inevitable.

Before going into business, a man should assure himself of his ability to properly keep books. Otherwise, he is courting disaster and is liable to involve others in his losses. He may understand the business from the standpoint of salesmanship, but proper management is equally important. A one-sided man cannot expect to successfully operate a business, which is many-sided.

THE LOCALITY AND THE MERCHANT.

The merchant who finds trade dull at certain periods of the year should not blame local conditions. It is generally the merchant himself who is to blame.

It is frequently demonstrated in the stove business that the man and not the place is the factor that counts. Some men can never brighten up business, alhough they may be located in a prosperous community; others can make business hum in the poorest of sections. Some men have driven a thriving trade in one place, then moved to another section and found things just as brisk; others have met with mediocre success in more than one locality. Some men can move into places where trade has been quite dull and in a short time work up a splendid business. The moral seems to be that the trade is always there, if the right man comes along.

Stove dealers frequently do not make a single sale after the fall season closes. They do not advertise or endeavor to make sales. "What is the use of trying," they will say. "You cannot sell stoves at this time of the year." It is the other way about. They never sell stoves at that time of the year because they never try. Their inactivity cannot be accepted as the natural sequence of a peculiar condition which prevents trade from flourishing; rather, this stagnant condition is the inevitable result of their inactivity.

Sales depend upon the man. Business flourishes where progressive methods prevail. The merchant has it in his power to make trade brisk if he takes advantage of his opportunities.

POINTED EDITORIALS.

A humble talent that is put to use is worth more than genius lying idle.

The time seems to be not far off when cans of turpentine and linseed oil will be deposited as securities instead of mere bonds and stock certificates.

The clerk in the hardware store does not look for a tip with every purchase. Why then should the barber or waiter extract tribute from people he is paid to serve?

What would you say, Mr. Salesman, if a customer you were waiting upon made the remark illustrated on another page of this issue? Send in your answer; it will be well worth while.

A bill before the House of Commons aims at the suppression of tips. May the day soon come when the rapacious barber, the insatiate train porter and the avaricious waiter will no longer be troubled with the itching palm!

In not a few country newspapers, there are hardware ads. still to be found devoted to Christmas goods! In other words, many dealers have neglected to change their ads. since about the middle of December. Such procrastination is the thief of profits.

"I have been in the business thirty years and certainly have never seen anything like the present linseed oil situation," said the salesmanager of a large concern the other day. The situation is undoubtedly worth watching and the dealer who does not keep in touch with the weekly market reports is certain to lose thereby.

Tin continues to go up. In common parlance, the word "tin" is sometimes used to designate money. Apparently, the London syndicate are determined to make it mean money, literally speaking. There has been a steady, unremitting advance in the price for the last few months; and the end is not yet. The opinion is currently held that tin next week will touch 50 cents—a record price.

Do merchants in western Canada realize the importance of the fact that a large mail order concern is distributing 350,000 catalogues throughout that section of the country? Do eastern dealers note the significance of the fact that this same house is sending out to their customers 400,000? Modern store equipment, careful business management, up-to-date methods, the best possible service and salesmanship on the part of employer and employe will do much to alleviate the situation. But it means good solid work on the part of every dealer.

Here is a pretty good sentiment expressed in a speech made by James Hall, before the Alabama Retail Hardware Association: "Happy is that merchant who can truthfully say that he loves his employees, and fortunate beyod measure is that young man, starting on a business career, who can look up to, honor, respect and trust the head of the business in which he is employed. These clerks are your mouthpiece; be sure they are properly trained, know the game and are in every way competent to interpret the high character of the business that bears your name or for which you are responsible."

The Handling of Seeds by Hardwaremen

As Early Sales Begin in February, No Time Should be Lost Good Profits are Obtainable and Trade is Attracted to the Store by This Department—How to Push the Sale of Seeds.

A rapidly increasing number of hardwaremen, particularly in the west, are handling seeds in the spring. It is acknowledged to be a good paying line and it serves the double purpose of drawing trade to the store. The tendency to drift into this line is becoming, therefore, more marked continuously.

It is estimated that in the western provinces at least ten per cent. of the total output of seeds is sold in hardware stores. In some sections, hardwaremen have a practical monopoly of the trade and they make it profitable for themselves in many ways. "Hardware stores are a good medium we find, for the sale of seeds," said a western traveler of Steele, Briggs & Co., to Hardware and Metal. "The farmer has to go to the hardware store for many things in the late winter and spring months and he is generally willing to leave his order for seeds there also. Of course, everything depends upon the merchant himself. In some places a drug store or general store will have the run, because the proprietor is aggressive and up-to-date. But if the hardwareman is alive to his business he invariably captures a good share of the trade."

In the eastern provinces, the same rule holds. Hardware dealers in many sections have the bulk of the trade, in other parts, they do not even attempt to handle seeds.

Start in at Once.

The demand for seeds starts early in February and the wholesalers are already busily engaged in shipping out supplies. The hardware dealer who intends to handle a line this year should lose no time in stocking up.

In most cases dealers pay little attention to the seed department. They figure that there is bound to be a certain amount of demand and that customers will come around when they want to buy. It is urged that the season is so short and the department is so small, comparatively speaking, that it would not pay to make much effort to push the sales. This may be true to a limited degree. The fact remains, however, that the dealer who does feature the line will get more of the trade than his competitor who does nothing and that an attractive display or a catchy ad. may induce people to buy who had not previously decided.

A prime essential is to "get in early." Certain early seeds are bought in February, such as celery, tomato and pepper. The wideawake merchant will make his first appeal for trade, then, quite early in February. He will figure that by getting the custom of grain and vegetable growers for the first supply of seeds, he stands first chance of getting them back for their later and larger orders. A window display of early seeds would not be amiss during the first or second week of the month, accompanied by ads. in the local papers or some scheme of publicity. The bulk of the trade will come in early May but there will be more or less demand right along and the dealer who gets the first orders will most likely get the subsequent ones. The necessary stock should be laid in without a moment's delay.

A Trade Magnet.

There is a good profit to be made on seeds but the benefits derived from this department do not stop there.

"The value of a side line is never confined to the profit that is made on the goods sold," said a progressive retailer recently. "I figure on getting more benefit from the fact that people are brought into the store, who would not otherwise have come to my establishment. They come to buy seeds, or art brass goods, or whatever the side line may be, but they remain to buy other goods and probably become steady customers."

And so with seeds. Knowing that he can get what he wants in that line at Brown's hardware store, the farmer calls there early in the spring. Once inside the store he cannot help noticing the stock and other necessities are brought to mind. He will need some new wire fencing in the spring and it strikes him that he may as well make enquiries about the cost. The buggy will need paint before he can bring it out again, he will certainly need nails and a tool or two is missing. Before he knows it, he is plunged right into the question of replenishing his supply of farm hardware, and before he leaves, has given a good-sized order. The carrying of a side line serves this very useful purpose, then; it brings new customers into the store. It is, in a sense, a trade magnet. Certainly no side line could be found more efficacious in attracting farm trade to the hardware establishment than seeds. As a further argument, seeds will bring the hardware dealer in touch with the farmer, at the very season of the year when the latter is most likely to need the goods that the former has to sell.

Little Chance of Loss.

To many the fact that there is practically no chance of loss will appeal as a strong argument in favor of taking up the line. Most dealers who handle seeds sell on commission. They are supplied by the manufacturers and are given a commission on the goods sold. There is no loss on goods not sold and consequently the dealer has all to gain and nothing to lose. In a sense, this might prove detrimental to trade, as many dealers, not having the incentive which is lent to activity by money invested, would not push the sales as aggressively as they otherwise might. It all depends, of course, on the individual. Some dealers are lax and make only a minimum profit. Others take the line up actively and find that the profits are well worth trying for.

Hardware Letter Box

PIPE ELBOW MACHINE.

Albion Stove Works, Victoria, B.C.—Will you give us the address of the manufacturer of the machine that makes corrugated conductor pipe elbows?

Brown, Boggs Co., Hamilton.—Editor.

LE SOILE STOVES.

D. Brocklebank & Son, Arthur.—Who are the makers of a stove called Le Soile Quebec No. 4? It is a heater sometimes used in C.P.R. stations.

Can any reader give this information? —Editor.

FOOT WARMERS.

Wm. Black, Durham.—Can you tell me where to obtain Doulton's improved foot warmers; also the old style spinning wheels complete?

W. Beverley Robinson, Board of Trade Building, Montreal, is Canadian agent for Doulton's foot warmers. Can any reader give any information on the other point?—Editor.

RAILWAY RATES.

L. P. Heartwell, Rosetown, Sask.—"Will there be a special rate to the Hardware Convention at Peterboro from Saskatchewan, and how long will it be good for?

The special rate does not apply farther west than Fort William.—Editor.

STILLSON PIPE WRENCH.

L. C. Martineau, Quebec.—Can you tell us the maker of the genuine Stillson Pipe Wrench?

The Walworth Mfg. Co., Boston.—Editor.

METAL TOMBSTONES.

J. & C. McDonell, Hinsall.—Can you give us the names of the makers of metal tombstones, either in Canada or the United States, preferably in Canada?

So far as can be learned, there is no company making this line at present. Some years ago, a firm at St. Thomas, Ont., made metal tombstones.—Editor.

MARKET BASKETS.

McKinley & Northwood, Ottawa. —Can you give us the name of the makers of market baskets made of reeds and with two covers, hinged on both sides?

Our information is that such goods are imported from Germany, with the nearest agent in New York. However, any Canadian jobbing house could probably obtain the article for you.—Editor.

REFRIGERATOR HINGES.

A. M. Bell & Co., Halifax, N.S.—Can you give us the address of any makers of galvanized refrigerator hinges and fasteners in Canada?

Belleville Hardware & Lock Mfg Co., Belleville.—Edtior.

MIRRORS NOT NEEDED.

"I do not see a single mirror in your house."

"What is the use? We have floor varnish."

News and Methods of Canadian Hardwaremen

Many Novel Devices to Create Trade—Merchant Arranges a "Demonstration Counter"—Details of a Coupon Sale — An Electric Sign Devised.

BUY OUT STORE.

Hanover—Harold and Ross Young, sons of Thomas Young, Walkerton, have bought out Weppler's hardware business in Hanover, and will take possession in March. In the meantime, Ross Young, who has been traveling for a hardware firm in the West, has gone back to Regina to close up his connection with the company.

A DEMONSTRATION COUNTER.

Smith's Falls—A method of selling small lines is simply followed by a retail hardware dealer in Smith's Falls. On a showcase near the door are two small graniteware dishes each of which contains a number of articles of the same kind. They are changed regularly so that they are always likely to attract attention. In one of the dishes five-cent mouse traps were shown with a price ticket and the other contained small iron stands at the same figure. The proprietor states that this method is a good one. Frequently the dishes have to be replenished. His argument is as follows: "If I leave these traps in the box under a counter or somewhere at the rear of the store people are not going to see them and only those who enter wanting them will ask for them. Under this method, however, when passing in or out they see the trap and immediately is suggested the remembrance of a mouse that is frequenting the pantry or the cellar. Thus the purchase is made.

GOING TO CONVENTION.

Port Hope.—Alf. Outram is just recovering from a severe attack of grippe. He was still feeling a little shaky when Hardware and Metal called the other day, but was deep into the task of stock-taking. "You see," he said, "I am taking stock now, so that I can go to the convention next month."

Geo. T. Hancock scored high in the recent aldermanic contest, standing a close second in the field. Mr. Hancock did not canvass a single voter, as he believes that, in municipal elections, the office should seek the man. It is the opinion of Hardware and Metal that the office has sought out a good man in his case.

AN ELECTRIC SIGN.

Belleville.—P. J. Smith, who resigned the position of manager of the Rolling Mills here, has left for Winnipeg, where he will assume the managership of the Manitoba Rolling Mills.

The Seymour Electric Co., generating power at Campbellford, are establishing their headquarters here. They are instaling a number of up-to-date electric signs, along the main street, one of the most prominent being that of the W. W. Chown Co. It represents a large padlock bearing the firm's name in transparent letters, and outlined with incandescent lights which flash on and off at regular intervals. This sign will be one of the features of Belleville's "Great White Way."

T. H. Watson, manager of the Canada Bolt & Nut branch of the Steel Company of Canada, was in Belleville last week, installing Thos. Moore, as manager of the Rolling Mills here. It didn't take him long, however, as "Tom" says that coming back to Belleville for him, is just like a duck taking to water. He feels as if he hadn't been away more than a week.

With all the Belleville factories running at top speed and new hands coming to the city all the time, building has been very brisk. Many new houses have erected to accommodate the newcomers. The W. W. Chown Co. recently closed a contract for the heating and plumbing installation in five new houses.

A COUPON SALE.

London.—J. A. Brownlee gathered in some new customers last week with a coupon device in connection with a graniteware sale. To push graniteware just now is not uncommon, but a large window display, well ticketed, was accompanied in this case by the publication in the Echo, a local weekly, of coupons worth ten cents towards the purchase of any article shown. A couple of the advertisements were pasted up in the window, assisting also to attract attention. No customer was limited to one coupon, if he were inclined to dig up more than that number.

A local wholesale hardware firm is going after the retail trade just now, by all accounts, to the extent of canvassing painters, carpenters and contractors for their business. Retailers suggest a number of very plausible reasons for this policy being adopted. The feeling of resentment is unanimous.

AWARDED CONTRACT.

Cobourg.—A. R. Dundas has been awarded the contract for the plumbing, heating and sheet metal work in the new C.N.R. depot here. The heating equipment will consist of Daisy Boilers and King Radiators. Mr. Dundas makes a specialty of contract work. Last summer he installed the heating and plumbing in the magnificent home of Willis F. McCook, at Cobourg.

A NOVEL OFFER.

St. John, B.B.—One of the local hardware firms has adopted a novel idea for pushing the sale of galvanized iron ash barrels. They are offering with every sale of half a dozen barrels, to paint the barrels, free of charge, to the purchaser. Several of the barrels, with a patent ash sifter attached to one of them, are being shown in one of the windows, with an attractive card attached, telling of the offer. W.E. H.

DEATH OF BENJAMIN ROGERS.

Halifax, N.S., Jan. 23.—The Maritime Provinces have lost a leader in the hardware trade by the death of Benjamin Rogers, president of the Rogers Hardware Company, and one of the wealthiest merchants in Prince Edward Island, which occurred at his home in Charlottetown on Saturday, aged seventy-five years. Mr. Rogers was born in Kintleth, Wales, and, coming to the Island as a boy, he began in the hardware business with Thomas Dodd. Four years after entering the employ he was admitted into partnership. He became president of the Rogers Hardware Company in 1904.

He was the Liberal member for Charlottetown in the Provincial Legislature from 1893 to 1901. He was also president of the Island Telephone company, and one of the directors of the Steam Navigation Company, and a large shareholder in other companies. He leaves a widow and two sons, Mayor Rogers of Charlottetown, and George J., both in the hardware business, and one daughter, Mrs. (Dr.) Hunt, of Malden, Mass.

NEW PRESIDENT.

Halifax, N. S.—A. M. Bell, of the hardware firm of A. M. Bell & Co., has been elected president of the wholesale hardware committee of the Board of Trade.

James Farquhar, of the Halifax electrical firm of Farquhar Bros., has left on a four months' tour of the continent.

Jobbers report a fairly good business passing for the season of the year. There is quite a revival in the lumbering industry throughout the province, and several good orders have been filled. The higher prices for lumber has stirred the operators to greater activity. The retail hardware trade is quite brisk, and stove dealers report the present season's business the best for years.

HARDWARE HOCKEY.

Montreal, Jan. 24. — The hardware hockey league runs merrily on, with practically all the games keenly fought. The interest is well sustained and many spectators attend regularly. On Tuesday night Lewis Bros. defeated Jas. Walker Co. Ltd., by 6 to 0, and in a second game Frothingham & Workman defeated Thos. Robertson Co. Ltd. by 3 to 1.

The standing in the league is now as follows:

	Points
Canadian Fairbanks	7
Frothingham & Workman	6
Lewis Bros	5
Thos. Robertson	4
Starke-Seybold	0
Jas. Walker Hardware Co.	0

THE "BARTER COIN" PROBLEM.

Midland.—A peculiar situation has existed here for some years, in connection with the "barter coins" given by two or three of the local general stores, in exchange for farm produce.

If a farmer brought in ten dollars' worth of produce and only wanted five dollars' worth of goods, he was given "barter coins" for the balance, these being redeemable in goods, at any time.

This system was all right, so far as the general stores were concerned, but the other dealers, and especially the hardwaremen, have had some unfortunate experiences with them. Some of the farmers had amassed quite a collection of these "barter coins," and they proceeded to dispose of them around the town, in payment of hardware, stoves and tinware purchased. To the hardwaremen, they were only good for merchandise at the stores in question, and the thing became a nuisance.

One day a farmer's wife came into Hartman Bros.' hardware store, and wanted to settle an account for $25, tendering "barter coins" as payment in full. The next day, a large sign was hung in the store, bearing the words:

"No Barter Coins Will be Accepted
For Payment on Accounts.
Hartman Bros."

The general stores who issue these barter coins, will not accept them from a dealer in payment of his account, and the injustice of the system is very apparent.

TAKING STOCK IN MIDLAND.

Midland.— Stock-taking is general, here, and Midland dealers like the process no better than their brother hardwaremen in other towns. Still, they are trying to hurry it through, so as to leave things open for the Peterboro Convention next month.

In F. W. Jeffery's big store, the work is proceeding methodically, and the clerks are covering the ground rapidly. Hardware and Metal was impressed with the highly developed system of storing and displaying stock, in this store.

The Midland Hardware Co., established a little over a year, have already worked up a nice business here. They specialize on the "Keen Kutter" line of tools and cutlery. Mr. Adair, manager of this company, was formerly associated with Whites Limited, Collingwood, and with the Collingwood Hardware Co.

SELLING OIL LAMPS.

Orillia.—The first thing a stranger notices, in entering any Orillia hardware store, just now, is the large table filled with low-priced coal oil lamps. Ask the nearest clerk, and he will tell you that they are selling more coal oil lamps than anything else in the store—except oil cans.

The reason is that Orillia's fine municipal power plant which supplies electric power to manufacturers at $16 per h.p. per annum, went suddenly out of business last Thursday night, and left the town in darkness.

There was a veritable run on the hardware stores, for oil and lamps. Every lamp in the town was sold within a few hours, and the dealers without exception, wired orders to their jobbers for additional lots to come by express. They are still selling like hot cakes, for it seems to be understood that the power plant will be out of commission for three or four weeks yet.

Of course considerable inconvenience has been caused the public, but the hardwaremen are complaining least of any. It's an ill wind blows nobody good.

HARDWARE TRADE GOSSIP

Ontario.

Miss E. Scott, cashier in the hardware store of W. F. Macpherson, Prescott, fell on the ice the other day and broke her wrist.

The Geo. W. Reed & Co. Ltd., of Montreal, have moved from the corner of Craig and Busby Streets to their enlarged premises at 37 St. Antoine St.

F. J. Rosebrugh, who recently sold his hardware business in Essex, has purchased Ivan Shepley's home just north of Kingsville for $2,700 and has moved there.

W. McBrien, representing the Fife Hardware Co., Fort William, has returned from Mine Centre and other points on the C. N. R., after a successful business trip.

The strike at the works of the W. J. Copp, Son & Co., Fort William, has been settled by the men returning to work at the terms offered by the company in May, 1909.

R. E. Charlton will in future cover a portion of the eastern townships for Brandram-Henderson, Ltd., and Herbert Swaine will cover a portion of eastern Ontario, with headquarters at Kingston.

The employes of the National Hardware Co., Orillia, presented Miss Florence Campbell with a suit case and fountain pen on the occasion of her departure for Buffalo. The presentation was made by F. A. Weeks.

Quebec.

Among the retail hardware men in Montreal this week on business bent were J. A. Demers, Thetford Mine, Que.; A. Lemieux, Henryville; J. B. Damour, Ste. Philomene; Corriveau Frere, St. Sebastien; J. A. Paquin, St. Eustache; J. O. LaSalle, St. Jacque L'Achigan; V. Lebeault, St. Laurent, Que.

WESTERN PROVINCES.

Ross & Smiley have commenced a hardware business at Elgin, Man.

The J. W. Glover Hardware Co., Vernon, B.C., have moved into a larger store.

R. Chappell, dealer in hardware and tins at Fleming, Alta., has sold to Dynes & Trairs.

Martin Bros., dealers in hardware and implements, Darlingford, have been succeeded by Martin & Miller.

Ross Bros. Ltd., dealers in hardware, have sustained a small loss by fire. The loss is covered by insurance.

The American Grain Separator Co., of Minneapolis, is looking about for a location to establish a branch factory in Western Canada. It seems possible that Medicine Hat will be the place decided upon.

The Vernon Hardware Co. hung out a valuable registering thermometer last week, and on Saturday night some vandal maliciously smashed it to pieces. If Mr. Vallance had been around when this wanton destruction of property took place it is not unlikely that the perpetrator would be occupying a bed in the hospital at present, for he certainly was a wrathy man when he discovered the outrage next morning.—Vernon (B.C.) News.

BISSELL'S ANNUAL.

The annual meeting of the stockholders of the Bissell Carpet Sweeper Company was held at the offices of the company, the following officers being elected for the ensuing year: Mrs. Anna Bissell, president; T. W. Williams, vice-president; M. R. Bissell, vice-president; F. McR. Deane, Treasurer; R. E. Shanahan, secretary and general manager.

Directors: Mrs. Anna Bissell, T. W. Williams, M. R. Bissell, Irving J. Bissell, W. E. Gill, F. McR. Deane, R. E. Shanahan.

The company closed the largest and most satisfactory year's business in its history, and as usual are looking forward to even greater results for the year 1911. In line with this company's long established policy, it will make increased efforts this year to promote the popularity of its product and increase its sale.

WAREHOUSE COMPLETED.

Ross Bros., Ltd., hardware merchants, Edmonton, have their new warehouse nearly completed. The building is worth $100,000, being built of brick and having a frontage of 80 ft. by 130 ft. in depth, four stories and a basement. This warehouse will be devoted to their wholesale business.

The firm, which numbers among its members Messrs. Fred. Ross, James Ross, J. C. Dowsett and H. B. McKenzie, commenced business twenty-five years ago. The capital stock of this company was recently increased.

The Western Hardware Market Situation

Trade Has Been Slow, Owin g to Severe Storms — Traveling Men Have Been Tied Up—Coll ections Reported to be Poor— An Advance Reported in Cana da Plates.

Winnipeg, Jan.—Trade has been exceptionally slow during the last week owing to the fact that travellers have been tied up by the severe storms throughout the west, one man having to remain two weeks in a little town at the end of the steel on one of the new branch lines of C.N.R. in northern Saskatchewan. With the arrival of milder weather it is expected that the trade will pick up considerably. Another drawback to the wholesalers is that collections have been very poor, and far below expectations. Failures, however, have been very scarce, and all are looking for a brisking up of the trade from now on.

A general advance of 25c has taken place in Canada plates, due to the increase on the English markets. Barbed wire is predicted to take a decline in a week or two, but at present prices remain unchanged.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted, $2.83; galvanized, $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; $4.75; No. 16, $5.

No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Galvanized—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in. $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plate—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I.C., full box, $15.00; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15,

Paints and Oils

There has been little improvement in the trade in paints and oils during the last week. Wholesalers are now busy preparing orders for spring supplies. Factories in the city are running full time, on stocks already ordered. A few spring orders have been sent out already, and it is expected that the rush will start in earnest by the first of the month. Orders have been very general, but ready-mixed house paints have by far the greatest demand.

Linseed oil continues to go up and an advance of 5c per 9 lbs. took place last week. Raw is now quoted at $1.20, and boiled at $1.23, with the prospects of a further advance owing to the scarcity of flax in the northwest. Varnishes are all in fair demand, and prices remain firm, no advance being looked for before spring. Turpentine has followed the tactics of linseed oil, and has taken an equal advance and is now at 1.15 per gal. The demand for this is exceptionally strong and from the present outlook further advances would not be surprising. Putty and glass are practically at a standstill, and no change is expected before spring.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 25½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

ACTIVITY IS PRONOUNCED.

Cleveland, O., Jan. 26. — The Iron Trade Review to-day says:—

The advance of $1 a ton in the price of all wire products; the withdrawal of low quotations on spikes, which represents an advance of practically $1 a ton; the placing of the New York Central rail orders, aggregating 176,750 tons; the acceptance of the Pennsylvania Railroad Co.'s rail orders by the steel companies; heavier specifications and more general inquiry for all finished steel products, are the principal developments in the iron and steel market during the past week. While it was generally expected that the total bookings in January would be comparatively light, some steel companies report that orders entered on mill books during the first 23 days of this month exceed those of the corresponding period in December. In addition to the heavier specifications, some strictly new business is appearing and orders are coming from a greater number of sources. One of the encouraging features is the fact that the railroads are specifying more liberally against contracts and buying from this source, although confined to small lots, is more general.

The general advance in the price of wire products, although a distinct surprise to the trade, has been well received and is expected to induce early specifying, and have a beneficial influence on general market conditions.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 48.

MARKETS IN BRIEF.

Montreal.

Galvanized Wire—5c advance.
Tin—1c. advance.

Toronto.

Tin—2c. advance.
Tarred Paper—1c. advance.
Turpentine—2c. advance.

MONTREAL.

Montreal, Jan. 26.—Tin is again the feature of the metal markets. Practically every week of late has witnessed advanced prices and again this week there is another increase of one cent. a pound. One result is the continued light buying, the general condition, according to the large houses, being that purchases are made mostly for present requirements. This feature has in fact been noticeable for some time, buyers being apparently afraid to trust the market. While they may feel warranted for this stand, still the fact remains that those who purchased when the movement in tin was in its incipient stages can sell now at an advance of about ten cents. The market is very firm just now, but there are not many advices offered in regard to the future movements.

Copper and lead are rather featureless and are considered weak. There is a feeling in some quarters that these markets are not far from lower prices, although no definite statement has been made indicating it.

Trade in general is rather satisfactory and the outlook has a brightness that would indicate better enquiries in the near future.

Pig Iron.—Inquiry for pig iron seems to have improved and trade is reported steadier. Buying is not as heavy as it might be, but for this season of the year it is considered satisfactory. We quote: Summerlee, No. 1, $21.50 to $22.00; Middlesboro, No. 3, $18.50 to $19; Canadian No. 1, $19.50.

Tin.—With another advance this week and the present price now at 47 cents, it might well be asked when a halt is to be called. There has been a hint or two thrown out of late that the progress of tin quotations may be stayed, but they are apparently only surmises. Buying is in small quantities, but this metal is attracting a great deal of attention just now.

Copper.—The market is inclined to quietness, but with suggestions of strength. There has been some recent activities reported, but locally the market has not appreciably reflected it. We quote 13¾ cents.

Spelter.—The market is normal just at present with prices unchanged. There is nothing eventful in the situation.

Lead.—The dullness that has characterized this market of late has not yet lifted. Demand is unchanged and for the present nothing much is expected.

Scrap.—Fair trading is reported in the scrap market. Prices show no changes and are quoted as follows: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery, cast iron, No. 1, $14.50; No. 1, wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Jan. 27.—The tone of the local market is very healthy and there has been a better all around demand than was expected. Conditions have been better, in fact, to an appreciable extent than during the same period last year and the outlook for the future is undoubtedly bright.

The feature of the market has been the regular, almost monotonous, advance in tin. Another 2 cents was added on the price this week and indications point to 50 cent tin next week. The demand has, however, strengthened very considerably. Buyers have seemingly dropped their bearish attitude and become pronounced bulls. At any rate, orders are larger and more frequent and it is safe to assume that the absolute control exercised by the syndicate has at last impressed itself on the world as making high prices a certainty for some time.

Copper is showing a better tone, but in spelter and lead there is a seasonable quiet. Altogether, the market is most favorable.

Tin.—The price quoted locally to-day is 45 to 47 cents—an advance of 2 over the previous figures. It is confidently expected that 50 cents will be realized next week, and beyond that period any development may be expected. The syndicate in London is holding control and, in fact, seems to have strengthened its grip on the supply. This manifestation of strength is beginning to open the eyes of buyers who were inclined to hold off, and there is a much freer tendency to purchase now. In fact, the whole tendency now seems to be to bull the market. Locally there has been a good deal of trading, and some very satisfactory orders have been placed.

Copper.—There is a freer and healthier tendency in copper and renewed confidence is now felt. Good orders are being placed and it is safe to assume that briskness will characterize the market for some time at least. The production is still a trifle ahead of demand, but there are more tangible evidences showing of an evening up in this respect. Fluctuations noted on the primary markets have so far failed to affect the local price on copper.

Plates and Sheets.—The improvement noted last week became rather more apparent as time passed and conditions are now healthy. The demand is good and local houses are managing at last to secure supplies from the old country. During the last few weeks, one house received a large consignment of Canada plates, ordered for July last. It comes late, but doubly welcome. "You can count upon equal difficulty in getting orders filled this year," was the statement of a local metal man, "and there may be a 'pinch' before fall. The tinplate mills in the old country are exceptionally busy and that spells delay."

Pig Iron. — The demand is still far from active. Factories are using up old stock and it will be some time yet before spring orders are received. Canadian foundry No. 1 is $19.50, and No. 2, 50 cents a ton less. Old Country iron is quoted at $20 for Middlesboro' No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50 and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50 respectively.

Lead.—Although buying has been comparatively light, there is an improvement in the feeling and a better enquiry. Stocks in consumers' hands are said to be light and it is a safe assumption that they will soon be in the market. On the primary market, the larger companies appear to be indifferent and are offering only a limited amount for sale.

Spelter.—Dullness has dominated the spelter situation, but the volume of business done is in advance of past records for this time of year. While the consumption of spelter is not as good as three or four months ago, it is probably quite as good as two months ago when manipulators were exaggerating the consumption and predicting scarcity from reduced output.

Old Materials.—There is a little demand, prices remaining the same. Prices are: Heavy copper and wire, 11¼ to 11½c; heavy red brass, 10¼c; heavy lead, 3c; light copper and bottoms, 9¾c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10 to $11; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

TO ESTABLISH AN OIL FACTORY.

At a meeting of the Medicine Hat council an agreement was drafted up between the city and the Alberta Linseed Oil and Paint company. A by-law to ratify the agreement, will be submitted to the ratepayers.

The agreement provides that the company erect a linseed oil factory with a capacity of about one hundred thousand gallons per day, together with the necessary cooperage plant, and can factory and elevators for the storage of flax and other grains required. The company is to employ at least twenty men and to commence building as soon as the weather permits. In return the corporation agrees to supply the company with electricity, gas and water at the usual manufacturer's rate and to grant exemption from taxation for ten years.

A UNION SMOKER.

The Sheet Metal Workers' Union Local No. 30, held its annual "smoker" at the Labor Temple, Toronto, Monday night. An excellent musical program was rendered by members of the union. As many non-union men were present, advantage was taken to do a little organization work. W. Glockling, president of the Dominion Trades Council, and John Flett, Canadian organizer of the A. F. of L., gave addresses on the benefits to be derived by joining the trades union movement, with the result that a number of new members were secured who will be initiated at the next meeting of the union. J. H. Kennedy presided.

HARDWARE MARKETS

MONTREAL.

Montreal, Jan. 26—Unusual activity is noticeable this week among the large wholesalers due to the big increase in the number of orders that have been received. In this regard new business is general and covers practically all lines of hardware. Orders are coming from all parts of the country and the new activity applies to no particular section.

This awakening with the first month is welcomed by the large houses and feeling prevails that it is likely to be sustained.

The markets are for the most part firm and another advance in the price of galvanized wire has been recorded.

Builder's Hardware—A little better enquiry for builders' hardware is reported this week. The weather improved somewhat but altogether it still has the out doors efforts firmly under its thumb. There is a certain amount of work in progress and the present prospects seem to indicate an exceedingly busy year for the building trade and those dependent upon them.

Spring Lines—In this direction there is increased business and while the demand is still light the orders are satisfactory and indicate a movement to order early. Spring goods are going out steadily and orders for summer lines are also very satisfactony.

Bolts and Nuts—Trade shows a general firmness that is pleasing and a number of good orders have been reported. According to reports, supplies are in good condition. We quote:—Discounts on carriage bolts, 3/8 and smaller, 70; machine bolts, 3/8 and less, 60 and 10, coach screws, 75; stove bolts 80 and 7½.

Sporting Goods—With winter about at the half way station demand is inclined to be light although there are still enquiries. The trade, however, are apparently turning their attention toward the future and even now orders are beginning to arrive for spring and summer goods.

Lumberman's Supplies—Business is active and a good general demand is being experienced. The enquiry is expected to be sustained.

Household Utensils—Trade is improveing in these lines and a good general demand is being felt.

Wire—An advance is reported this week in galvanized wire. We quote prices as follows: Barbed wire, $2.05; plain twist, $2.55; galvanized wire, $2.25; base coiled fencing (9) $2.30; (12) $2.45; staples, bright, $2.60; galvanized $2.85.

TORONTO.

Toronto, Jan. 27.—"If business keeps up as at present, we will begin to look for a record year."

This statement, by a local jobber, bears conclusive evidence to the satisfactory activity now apparent in wholesale hardware circles. The condition of trade is much better than during the same period last year. Orders of quite large size are in constant receipt and travelers are experiencing little or no difficulty in securing business.

The demand so far runs evenly, being distributed over practically every branch of the trade. There is a tendency apparent, however, to order rather largely for the spring trade. Dairy supplies particularly are moving well and there is every evidence of unusual activity along these lines.

There are no changes of much moment reported in prices. An advance of 1 cent per roll has been made in dry and tarred paper but this increase is not large enough to make any material difference in the price.

Seasonable Goods.—A slight falling off in the demand for winter lines, is an evidence that dealers are now pretty well stocked up. A number of sorting up orders are still coming in, however. The demand for snow shovels, blankets, carriage heaters, sleigh-bells, etc., will be more or less kept up until the end of the cold weather.

Spring Goods.—Activity in this line is chiefly in dairy supplies and kitchen ware. There is a growing demand for milk cans, curns, separators, pails, etc. Sheets for use in making milk cans are moving well. One firm reports that orders for ice cream freezers and refrigerators are coming in unusually fast for this season and that they are kept busy preparing goods along this line. All kinds of tinware and graniteware are moving well.

Builders' Hardware.—Business in this department has been fairly well sustained right through the winter season and there is still a reasonably good demand. From the larger points, orders are still received but they are naturally of the sorting up variety and few are large.

Sporting Goods.—There is an active tone throughout this department and some lines are moving just as rapidly as at any part of the present season. Snowshoes and toboggans are particularly in demand. Hockey supplies are active, of course, and will continue so until the ice goes. Skates are not very active but a few orders are being received. There is a better demand at present for gymnasium supplies than usual and dealers are beginning to lay in spring goods. Rods, flies, tackle of all kinds, guns and ammunition are selling fairly well.

Stoves and Heating Goods.—As might be expected, there is practically no demand for stoves, although orders are received in a few cases. As the season for gas ranges has not arrived yet, the stove trade is at one of the quietest periods of the year. There is, however, a substantial demand for heating accessories and such goods as pots, pans, kettles, etc., are moving well.

Heavy Hardware.—There is perhaps more demand than might be expected at this time of year but the situation is not marked by activity. From the West orders are coming rather more freely.

Elected to High Position

Montreal.—F. C. Lariviere, wholesale hardwareman of Montreal, was elected president of the La Chambre de Commerce, Montreal. His elevation to this office is regarded as a just reward for his good services in the past.

Frederic Clement Lariviere is descended from one of the pioneer families of Montreal; the first of the name, who came from La Provence, was married on April 19 in the old church of Notre Dame. Mr. Lariviere is a son of the late Adolphe C. Lariviere and a nephew of Hon. A. A. C. Lariviere, ex-M.P. for Provencher. He was educated at the Commercial Academy of Le Plateau, where he won the Edward Murphy prize, a gold medal and a purse of $50 in gold. He then entered the hardware store of J. H. Wilson, Notre Dame street west,



F. C. LARIVIERE.

in whose employ he remained for 12 years, becoming chief accountant and general manager. In 1892 he joined the firm of Amiot & Lecours, which was succeeded in 1902 by Amiot, Lecours & Lariviere, and in 1908 the name of the company was changed to Lariviere Incorporated.

Mr. Lariviere has always taken a deep interest in public affairs. He is a charter member of la Chambre de Commerce and has been a member of the Board of Trade since July, 1887.

A CIVIC CALENDAR.

The city of Winnipeg has sent out a large calendar, featuring that place as the hub of industry to which all roads lead. It is very cleverly arranged and contains a handy index of information, relative to Winnipeg, aptly termed "an open book of opportunity."

Paint Displays in Store Windows Bring Results

Even in January, Sales can be Made by an Effective Display—Toronto Merchants put Paint Goods in Window—Have a Sale Around Stock-taking Time.

The number of hardwaremen who make determined efforts to keep up the sale of paints right through the winter season, is not as large as it might be. There are some, however, who do endeavor to maintain sales and pay attention to the department during the cold months.

One of these is J. C. McFadden, King street east, Toronto, who is making at the present time, a window display of paints and varnishes. He carries a large stock and keeps the goods in the department neatly arranged and carefully attended to, right through the winter. The window display is made up of paint goods that he is featuring for a stock-taking sale. His intention is to clear out, if possible, all odd lines of goods, prior to making an inventory of his stock. The window contains samples of practically all varieties of paint and varnish, enamels, brushes, etc.

"I never sell very much paint at this time of year," said Mr. McFadden, to Hardware and Metal, "but a certain amount of trade can be secured. For instance, people moving at this season require paint and I sell a little in that way. The amount of business done is not great enough to warrant extensive advertising of paint, however."

"I expect to clear out the stock we are offering during this sale," he continued. "In this way, I can clear out odds and ends of stock and when spring rush begins, I will have a comparatively new stock on hand and will not be hampered by an accumulation of old goods."

A Good Example.

It has been repeatedly urged in Hardware and Metal that dealers should endeavor to clear out their old paint stock either before or after stock-taking. By so doing, they escape the losses which must inevitably come if odd lots are allowed to accumulate and deteriorate in quality and value. After remaining in the store for a certain period, paint goods—as well as most other lines—will become almost unsalable and a total loss. To prevent this, the stock should be watched carefully and the odd lines shoved to the front. Around stock-taking time certainly something should be done to effect a clearance.

It would not take long to look through the paint stock and rout out such samples as appear to have been long enough in stock. A little work would improve the appearance of the goods and make them fit for window display. The exercise of some ingenuity in the arrangement of the window and the use of bold price cards, should result in a more or less speedy clearance of the stock displayed.

The Importance of Price.

January and February are always more or less "close" months financially. The average householder has not yet quite recovered from the effects of the Christmas expenses and, with coal bills mounting up, he looks at all questions of purchase from the standpoint of economy. The most telling argument at this period for the salesman, then, is "special value." The sale of goods at a reduced figure is likely to attract attention.

Price cutting is not, generally speaking, a good policy. In stock-taking sales, however, the dealer can afford to offer price inducements on the goods that are offered. It is better to turn the old stock over at a reduced profit than to keep it on hand and realize nothing at all. This is the view taken by a great majority of retailers.

A Good Display.

To hark back to the question of January paint displays in windows, a very creditable display is made by the E. Harris Co., King east, Toronto. The window is devoted entirely to paints and contains various samples of goods, attractive advertising posters, color cards and chinese lanterns. A table in the background is covered with small samples and some good specimens of work done are also shown.

A good window display will always sell paints—even in January. It would be wise for every dealer to devote one week at least to a showing of his paint stock. An attractive window can be arranged, with little trouble, and the prospect of more or less satisfactory results.

CATALOGUES.

Tools.—A neat and complete catalogue has been issued by the Goodell-Pratt Co., Greenfield, Mass., showing their full line of tools and machines. It consists of 305 pages, is well bound and fully illustrated, each article also being minutely described. The list contains a large number of new tools and machines, including hand drills, breast drills, chain drills, washer cutters, drill chucks, hack-saw blades, bench grinders, foot power tables, lathe tools, glass cutters, saw sets and a large variety of other goods. The catalogue serves as a most complete index of all goods of the class made by the Goodell-Pratt Co.

Monkey Jacks.—Trewhella Bros., Victoria and Birmingham have issued a neat booklet, illustrating their Australian monkey jacks, the only implement of their kind on the market for use on expeditions, for clearing forest and waste lands for cultivation and for general heavy lifting about an estate or farm. It is illustrated fully and describes the use of the jack for all varieties of work. A number of testimonials are included.

Lawn Swings, Verandah Furniture, Etc.—The Stratford Manufacturing Co. have issued three booklets, illustrating their varied output. One is devoted to verandah furniture, park seats, folding chairs and tables; the second gives a descriptive list of lawn swings and ladders, lawn seats and porch swings; the third takes up ladders and swings. Each article included is illustrated and described fully.

Office Furniture.—The Weis Manufacturing Co., Monroe, Michigan, have published Catalogue D, describing their full line of office furniture and stationery supplies.

The Paint Trade in the Western Provinces

The paint trade has advanced with giant strides in the West. The large number of new buildings being erected in all sections of the Western country has developed a market for the sale of paint and the possibilities of the trade are now boundless.

Enterprising firms are grasping the full possibilities of the situation and are growing rapidly. Here is one case: The Calgary Paint and Glass Co. report business for the past year 100 per cent. better than during 1909. Twelve months ago it was thought that the business of 1910 would exceed that of 1909 by 25 per cent. In handling their 1911 business it is probable that this company will be crowded for space. An increase of 100 per cent. in the course of one year is indicative of wonderful growth, but many Western firms are developing at this rate.

Pay Attention to Trade.

The hardwareman in the West has particular reasons for paying strict attention to the paint trade. If he is located in a small and new community, the great bulk of the buildings in his district will be frame. The demand for paint will be, therefore, many times greater than in places of the same size in the eastern provinces, where brick buildings would be more general. The possibilities of improving the output of paint are greater in the case of the Western hardwareman for this reason.

Of course, he must go after the paint trade, just the same as any other branch of the hardware business. The public needs educating in this matter, the same as in everything else. In the hustle and bustle of business life, men will frequently not pay much attention to the appearance of their office premises. The new storekeeper in the new town will too often be content to do business in a frame structure, which lacks utterly the adornment of paint. The interior of the new business office of some industrial or land concern is left unfinished. Such things happen, not because the merchant or the manager of the said concern, is too parsimonious to invest a little for appearance and comfort sake, but rather because he has been so busy that he has never given the matter thought.

The hardwareman who did a little canvassing would find that the results rewarded him for his time most liberally. By conducting simultaneously an educative campaign, through his advertisements in the newspapers and by means of store and window displays, he would find no difficulty in impressing on those he approached the wisdom of investing a little to improve the appearance of business premises.

DO A BIG PAINT BUSINESS IN 1911—USE

M. L. PAINTS

TO MAKE PROFIT

Living expenses are going up. Paint is a preservative. M. L. Paint, ready to use, is the best line a retailer can carry. Its cost is much lower relatively. A $10 sale of M. L. Paint covers this year construction worth $100, let us say. It protects that structure perfectly for 5 years, say. That construction worth $100 to-day may be worth $130 to $135 in 1916, if preserved, under the increased cost of the material that goes into it, figuring 1916 values.

Besides that saving from deterioration—protection, which is worth, say, $5 a year, the paint has really made an increased selling value of $35 for the users's property.

This means $25 added to $35, or a potential value of $60 in a $10 sale of M. L. Paint.

Paint is cheap—if it is M. L. Paint.

If it is not a paint that protects—not right—not the right material or the right grinding or mixing, or the right paint for weather protection, no dealer can afford to sell it.

A $10 sale of poor paint now may give 2 years' protection, worth $10 and a 3 year deterioration of the $100 construction mentioned. It is perhaps worth only $100 or $95 in 1916, through this loss. This is $40 less than the $135 valuation of a perfectly-protected $100 construction under 1916 increased-value higher-cost-of-living-then valuation.

The $10 poor-paint sale loses $15 in protection service and $40 in valuation loss and gives only $10 real service—$45 loss.

Mr. Dealer—you get the benefit of the $60 saving of M. L. paint against the $45 loss of poor paint, and the hurt poor paint does your business.

NOW, right now, stock up with good paint— rightly made.

It takes care of your future good-will and profits as a retailer—your prosperity.

It gives you standard 1911 paint profits NOW. It also works for you long after you made your M. L. sale to your customer.

Imperial Varnish & Color Company, Limited

6 Morse Street, Toronto

524 Beatty Street, Vancouver — **106 Princess Street, Winnipeg**

THE VARNISH DOUGALL VARNISHES THAT LASTS LONGEST

Dougall Varnishes

The one satisfactory line for the man who wants the best.

Among the many good reasons why dealers find Dougall Varnishes most profitable is this:

Their Quality is Uniform

The barrel you sell this week is exactly as good as the one you sold last week. And the two you sell next week are the same through and through—uniform in excellence.

Every gallon must reach the Dougall standard of excellence before shipment.

By selling Dougall Varnishes you become *the* varnish dealer of your locality, because every succeeding gallon of Dougall Varnish you sell gives a boost to the reputation that started with the first gallon you sold.

You should read "*Quality and Economy in Varnish and Varnishing.*" It's free—Write for your copy.

THE DOUGALL VARNISH CO., Limited

J. S N. DOUGALL, President

Associated with Murphy Varnish Co., U.S.A. — **625 St. Paul Street, MONTREAL**

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Jan. 26.—Shipments are still of a sluggish character, and the continued advance of linseed oil affords much time for thought, and is apt to take away attention from the fact that a certain amount of seasonable questions prevail. For forward shipment there may be said to be some call for congratulation, as orders are now coming in pretty freely.

Linseed Oil.—Linseed oil is becoming exceedingly scarce and makers who use this largely, feel almost inclined to suspend quotations altogether. Their own requirements must be taken care of.

Turpentine.—Shipments are light and the market is extremely sensitive. If any activity were displayed there is no doubt that a stiff advance would follow. As it is turpentine records an uplift of 1c per gallon, making turpentine single bbls. $1.09 per gallon.

White Lead.—It is a subject of remark that while most of the staples are extremely quiet; business is reported to be fairly good for white lead and white zinc.

Colors.—Makers seem to be busy manufacturing colors for their own requirements, as well as for Spring orders which are now coming in in a desultory manner. Window blind green, chrome greens, golden ochre, and ultramarine blue, are receiving a fair amount of attention but their is no change at the moment to note in quotations.

TORONTO.

Toronto, Jan. 27.—The upward trend in the price of paint materials has not stopped. Yesterday an extra 2 cents was added to the price of turpentine, making it $1.15 for single barrel orders. This advance sets a new "high water mark" but the added cost of the commodity on the primary market and the ever increasing difficulty experienced in obtaining supplies, were impelling causes. Some houses have not yet established the highest price but it is expected that they will come up.

Linseed oil remains at the figure set last week but for a time a change was contemplated; and it was not a downward change either. Talk of increases in the price of varnish is heard now on every hand and it is not speaking rashly to say that, unless the cost of material is reduced almost immediately, the price must inevitably go up.

Linseed Oil.—The price of flaxseed has seen advances and reports of a scarcity in the Argentine crop are becoming more definite. "There seems to be an assured scarcity in all the producing countries of the world," said a local commission agent. "This indicates that, as soon as a demand springs up for linseed oil for early spring shipment, there will be difficulty in filling the orders." When the price was advanced last week, many considered that the increase was unreasonable but present conditions show no improvement and it is more apparent that the state of the market then necessitated action.

Turpentine.—Shipping port quotations in the southern states have shown a steady advance of ¼ cent each day for the past week. A month ago local importers were under the impression that the price was too high and they refrained from booking large orders in the expectation of a decline in the market. This hope has since disappeared and some are now found without adequate stock. One carload arrived in Toronto this week and was taken up immediately, largely by varnish makers, the balance being sold in small lots to jobbing houses. It is reported that parties, who have been in the habit of supplying five and ten barrel lots are almost entirely out of stock.

An advance was made yesterday of 2 cents in the price of turpentine, the present quotation being $1.15 for single barrel orders.

THE UPWARD TREND.

J. A. Williams, traveling representative for John Lucas & Co., Philadelphia, was in Toronto, on Wednesday with the announcement of an increase of 1½ cents on "Lucas green" paint. "Increases will be coming from all quarters," was his report on the situation. Reliable information points strongly to a general upward trend in paint and varnish prices, as a result of the record-breaking figure reached by linseed oil and the almost equally high price placed on turpentine.

Rosin.—Another advance of 5 per cent. was made at Savannah and Jacksonville this week in all grades of rosin. "G" rosin is selling here now at 3½ to 4 cents.

White Lead.—The talk heard on all sides is with reference to the possibility—or rather, the probability—of an advance in price, concomitant with the rather astonishing advances in oil and turpentine. So far, however no definite word has gone forth and it is impossible to speak as to the likelihood of an early change.

Putty.—The demand is just seasonable. Standard putty is quoted at: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Varnishes and Japans.—The general expectation here is that the price of varnishes will go up very shortly. The advance in oil and turpentine seem to point to this as inevitable. The fact that there is quite an active demand may have some effect also. It is reported that in a few lines advances have already been made but no definite word can yet be given.

CANADA PAINT MEETING.

The annual meeting of this Company took place last week at the Toronto offices of the Company, and there was a large attendance of directors and shareholders.

The President, Mr. S. F. McKinnon, presided, and Sir Henry M. Pellatt acted as secretary.

The Managing Director, Mr. Robert Munro, reported that the business for the past year had been most satisfactory; in fact, it had been a record year as regards the volume of trade, and the greatest satisfaction was expressed by a number of the shareholders present.

The manufacturing plants in Montreal, Toronto, Winnipeg, and St. Malo were all in excellent shape and running to their fullest capacity. Various extensions will continue to be made to keep pace with the continued development and widening scope of The Canada Paint Company, a heavy business having already been booked for 1911 shipment.

At the meeting of the Directorate, Mr. Munro and the staff received hearty congratulation upon the success attained, and Mr. Robert Munro was appointed President and Managing Director in place of Mr. McKinnon, who after many years of valuable services, resigns the office, retaining his seat upon the Board.

HANDLE BRUSHES EARLY.

In the spring of the year there is always a rush for paint brushes and household requisites. Merchants should not delay until the last minute in ordering if they expect to get prompt shipment. The "wise ones," who have learned from experience, get their orders in early and receive their brushes in good season and are thus able to mark them off before the rush begins. They also get the benefit of any sales that are made early.

The factory can give better attention to orders sent in early. It saves orders from being divided into two or three shipments.

There is a good profit to be made in brushes, and the progressive dealer will find it possible to stimulate trade by making a suitable window display before the season opens. If the dealer is lacking in the necessary material, such as show-cards and board, or wants any ideas or suggestions as to arrangement, application to the manufacturers will bring all that is required.

NEW DISPLAY CARD.

The Onward Manufacturing Co., Berlin, have sent out a new display card to all hardware dealers. It shows a child asleep with the mother easily moving the bed with one hand. All hardwaremen who have not received a card can secure the same by writing the manufacturers.

B-H "English" Paint

70% PURE WHITE LEAD — 30% PURE WHITE ZINC — 100% PURE PAINT

Gives the Dealer a good Margin of Profit

You might very reasonably expect that such a high grade paint—70% pure white lead, 30% pure white zinc—would be "away up" in price. B-H "English" Paint is not high in price.

It would be if we were not corroders of white lead.

We have our own white lead plant; we are the only paint makers in Canada that corrode their own white lead. We turn over the pure white lead (Brandram's BB. Genuine) from our Lead Department to our Paint Department at factory cost.

We have also our linseed oil refining plant and our dry color plant. This makes us sure of obtaining well matured Linseed Oil, and strong, permanent colors at lowest cost.

You can maintain "top of the market" selling price on B-H **"English" Paint** because you are selling the highest grade paint in the field. You are largely independent of competition, because no other dealer in your town can offer a paint up to the standard of 70% pure white lead—30% pure white zinc—100% pure paint.

B-H **"English" Paint** is a good seller—big sales and good profits. High quality means pleased customers—and pleased customers mean more money in the cash drawer.

B-H "English" Paint will be sold in your town. If the agency is still open you have the opportunity of securing it. Write to-day for 1911 price list and details of selling plans. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ inch	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.	
Casting ingot	13 75	13 50
Cut lengths, round bars, ½ to 2 in		21 00
Plain sheets, 14 oz., 14x48", 14x60"		23 00
Copper sheet, tinned, 14x60, 14 oz		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (800)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75 2 90
All bright, 52 sheets	3 70 4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron 65; standard bushings 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¼	0 02¼
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¼c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 00 44 45

Charcoal Plates—Bright.

	Per box
M L S, Famous (equal Bradley)	
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50 5 75
I X, 14x20 base	6 50 6 75
I X X, 14x20 base	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 1 , $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2.70; 6 wire solid line, No 17. $4 45; No. 18, $3 10; No 19, $2 80 Al prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 0½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co's pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Ben Moor "Egyptian" brand	1 50
Moore's pure linseed oil, H O	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60



Boeckh's "Steel Grip" Painters' Brushes

COMPRISE THE FOLLOWING LINES

OVAL PAINT AND VARNISH in Black and White Bristles.

FLAT PAINTS in Black and White Bristles.

FLAT VARNISH in Black and White Bristles.

FINE BRUSHES in Badger Hair, Fitch Hair, Etc., for high grade finishing work.

Name and Design Registered 1908, Patented 1910

Our line of Brushes also includes Sash Tools, Kalsomine, Paperhangers', Household and Stable Brushes, Etc.

The Boeckh Bros. Company, Ltd.

ESTABLISHED 1856 — **Head Office, TORONTO, ONT.**

COAT ON COAT

You can Alabastine on ALABASTINE, but you cannot kalsomine on kalsomine, nor paper on paper, at least it is a very unhealthy practice to do so. Kalsomines, however named, will rub off and have to be washed off before a second coat can be applied. Then it is a nasty muss to wash and scrape the room when you want to do it over again.

ALABASTINE can be recoated many times—each coat an added improvement on the previous one.

ALABASTINE is permanent. Sets and hardens on the wall and improves with age.

ALABASTINE *is the best* selling proposition in the line in Canada. The sales this season have exceeded our most sanguine expectations, and we have had to run our factory night and day to fill orders.

Our street car, newspaper and magazine advertising, now running, is producing *great results.*

A well-assorted stock insures good sales. Be sure to order before you are entirely out, direct or through your nearest jobber.

The ALABASTINE CO., Limited, PARIS, Ont.

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 13
U.S. Water white "		0 14½
U.S. Pratt's astral "		0 17
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 16½
Pure Turpentine, single barrels	1 12	1 05
Wood Turpentine		0 80
Linseed Oil, " raw	1 11	1 13
" " boiled	1 14	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

oronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No 2. " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 90	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

1 inch, in 10 foot lenghts		3 30
" " "		4 00
" "		5 28
" "		7 26
" "		8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs. net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass. 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths		2 90
10 " " "		3 15
12 " " "		3 68
15 " " "		5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch per gross	8 00
" " ⅞ " "	10 00
" " 1 " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1½ " "	5 20
Web	3 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.	per 100 lb.	4 50
over 12 in.	"	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

⅜ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes. 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO
NEVER LEAK ROOFING
The GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old style *tin caps* for Congo, but *galvanized caps* which never rust.

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by a little investigation. As to its wearing properties—we guarantee them. Can any reasonable man ask more? Further information on request.

UNITED ROOFING AND MFG. CO
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co. Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont. Fife Hardware Co., Fort William, Ont.

Use Our Building Paper and Common Sense and all the ills of your house and outbuildings as to COLD and HEAT will be modified. That is the way you can talk to your customers when they tell you their building worries. Our **Ready Roofing, Tarred Felt, Sheathing and Wapping Papers** are unique. They have held the trade for years and to-day are in stronger favor than ever.

That is sound dealing.
No other kind wins to-day.

THE ROOFING HOUSE OF CANADA

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

---

Say, Brother Hardwareman

did you know that we manufacture the most complete line of

CUTLERY

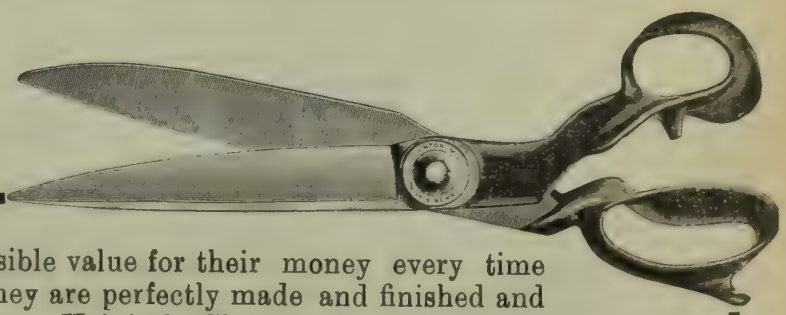
in the world? The "Clauss" Shear Company can supply all your needs and will help to sell your goods by their insistent consumer advertising. Our Natural Gas Process produces a blade with a perfectly tempered edge. Our catalogue cannot help being of value to you! Send for it.



TINNERS' SNIPS

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

HEINISCH
TAILORS' SHEARS



You give your customers the greatest possible value for their money every time you sell a pair of Heinisch Shears. They are perfectly made and finished and have an exceedingly keen cutting edge. Heinisch Shears will give your customers unbounded satisfaction. Sold by all jobbers.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips.

R. Heinisch's Sons Co., - - - - - - Newark, N.J., U.S.A.

HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b Guelph.

D. Maxwell & Sons—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¼—1½ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt flaring sap buckets. 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand. 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	3 5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 16 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 20 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 30
5-Hole Tin Chokers	0 30

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	33 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 38 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 38, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

A Paint Proposition



Why not move the old unsalable stuff off your shelves; get in a nice, fresh, live, up-to date paint, and do the paint business in your town?

You can get the paint business but you must have energy enough to first of all get the paint.

When you have

RAMSAY'S PAINTS

you can get the paint business because you have a paint that sells, at the proper price for the purest and best.

Face the proposition this y ear don't put it off any longer. Let us start you on the right road for a paint business. We know the road.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

TRADE MARK REG'D 1877

"DOMINION"

"The Crown of Quality"

Polished Canada Plates

soft, easy working plates
with an even, bright finish.

Ask your jobber to supply them

A. C. LESLIE & CO., LIMITED
MONTREAL



TALKS ON PAINT SELLING

No. 11

Have you ever had to stand by and see a desirable contract for finishing materials go to a competitor? Have you ever felt that you ought to have had this contract and many others like it?

True, you cannot get all the business in your locality, but are you getting your proper share of it? If not, why not?

Almost any Sherwin-Williams Agent could tell you. They have learned that the secret of successful paint selling depends upon the thoroughness with which the manufacturer aids them to cover the field.

The architect and the master painter as well as the property owner must be given attention. To this end we publish two helpful magazines each month. The "Spectrum" is devoted to the architects and circulates among the best of them all over the country. The "Colorist" is the painters' magazine.

Each magazine is especially designed and edited for the particular interests of its readers and contains articles and illustrations on decorative effects and how to secure them which compel attention.

These are two of the many reasons why Sherwin-Williams Agents are able to get so much profitable Paint and Varnish Business.

THE SHERWIN-WILLIAMS CO. 995

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Alabastine Co ... 43
American Shearer Co. 20
Andrews Wire Works of Canada, Ltd. outside back cover
Anthony, M. B. 20
Armstrong Bros. Tool Co. 21
Atkins & Co., E. C 6
Atlas Mfg. Co. 20
Auer Light Co. 20
Aylmer Pump and Scale Co. 67

Barnett, G. & H. Co....outside back cover
Barton Netting Co. 11
Boeckh Bros. 43
Bosse & Banks. 20
Bowser, S. F., & Co., Ltd. 56
Brandram-Henderson, Ltd. 41
Bridgeport Hdw. Mfg. Corp. 23
Buffalo Mfg. Co. 64
Burman's Clippers 58
Burrow Stewart & Milne Co., Ltd. 16

Cameron & Campbell. 20
Canada Bolt and Nut Co. 12
Canada Cement Co. 11
Canada Foundry Co. 60
Canada Glue Co. 6
Canada Metal Co. 20
Canada Paint Co. 49
Canada Steel Goods Co. 8
Canada Wire Goods Mfg. Co. 60
Canadian Copper Co. 19
Canadian Hart Wheels. 20
Canadian Sales & Mfg. Co. 21
Cane & Sons Ltd , Wm. 24
Cartland & Son, Ltd Jas. 67
Caverhill, Learmont & Co .. 5
Chance Bros. 56
Chicago Spring Butt Co. inside back cover
Clauss Shear Co. 45
Collins Mfg. Co. 20
Connor, J. H., & Son. 67
Copp, W. J., Sons & Co. 21
Covert Mfg. Co. 21
Crookes, Jonathan, & Son. 61
Cummer Dowswell, Ltd. 66

Dana Mfg. Co. 11
Davidson, Thos., Mfg. Co. 8
Dennis Wire & Iron Co. 23
Directory of Manufacturers. 26 27
Disston, Henry, & Son. 9
Dominion Cartridge Co. 26
Dominion Roofing Co., Ltd. 55
Dominion Wire Mfg. Co. 10
Dorken Bros. outside front cover, 63
Dougall Varnish Co. 39

Enterprise Mfg. Co. 66

Ford Auger Bit Co. 60
Frothingham & Workman, Ltd. 4

Galt Art Metal Co. 62
Gendron Mfg Co. Ltd. 58
Gibb, Alexander. 20
Gilbertson, W., & Co. 19
Goodell-Pratt Co. 59
Goodhue & Co., Ltd., J. L. 60
Gravel, Ludger. 49
Greening, B., Wire Co. 62
Grove Chemical Co. 61
Guelph Spring and Axle Co. 19
Gutta Percha & Rubber Mfg. Co. outside back cover

Harris, J. W., Co. 64
Heinisch, R., Sons Co. 45
Hobbs Mfg. Co. 59
Hobart Bird & Co., Ltd .. 11
Howland, H. S., Sons & Co. 7
Hutton, Jas., & Co. 60

Imperial Varnish and Color Co. 39
International Varnish Co. 56

James & Reid. 20
Jardine, A. B., & Co. 19

Kampfe Bros. 13
Kemp Mfg. Co. 26
Kendrick & Co., Ed. 19
Kerr Engine Co. inside back cover
Kyle, P. 20

Laidlaw Bale Tie Co. 14
Leslie, A. C., & Co. 47
Lewis Bros., Ltd. 3
London Foundry Co. 64
London Bolt and Hinge Works. 20
London Pressed Hinge Co., Ltd. 61
London Rolling Mill Co. 53
Lufkin Rule Co. inside back cover
Lundy Shovel and Tool Co. 2
Lysaght, John. outside front cover

McArthur, Alex., & Co. 45
McClary Mfg. Co. 15
McDougall, R., Co. 60
McGlashan-Clarke Co., Ltd. 14
McKinnon Chain Co. 63
McMaster, R. 13

Martin-Senour Co. 55
Maxwell, D., & Sons. 14
Meriden Britannia Co 17 18
Metal Shingle and Siding Co. 13 23
Metallic Roofing Co. 2
Mitchell & Co., David. 20
Montreal Rolling Mills Co. 53
Moore, Benjamin, & Co. 51
Morrill, Chas. 61
Morris & Bailey Steel Co. 14
Morrison, James, Brass Mfg. Co. 22
Myers & Bro., F. E. 21

Nagle & Co., H. 23
National Hardware Co. 64
New Brunswick Pulp and Paper Co. 61
Newman, W., & Sons. 2
Newmark, Louis. 61
Nicholson File Co. 10
North Bros. Mfg. Co. 1
Norton Co. 21
Nova Scotia Steel and Coal Co. 21

Oakey, John, & Sons. 19
Oneida Community. 67
Ontario Lantern & Lamp Co., Ltd. 24 25
Otterville Mfg. Co. 60
Owen Sound Wire Fence Co. 16

Parmenter Bullock Co., The. 20
Paterson Mfg. Co. 45
Pearson, Geo. D. & Co. 21
Pease Foundry Co. 53
Peterborough Lock Co. inside back cover
Pilkington Bros. 57
Pink, Thos. 65
Pratt & Lambert Inc. 57

Queen City Oil Co. 21

Ramsay, A., & Son Co. 47
Robertson Mfg. Co., Ltd., P. L. 61
Ross Rifle Co. 68

Samuel, M. & L., Benjamin, & Co. 12
Seymour, Henry T., Shear Co. 49
Sharratt & Newth. 21
Shaw, A., & Son. 49
Sherwin-Williams Co. 47
Shurly Dietrich Co. Ltd. 23
Simonds Canada Saw Co. 58
Sonne, Thos., sr. 20
Standard Paint and Varnish Co. 49
Stanley Rule and Level Co 55
Steel Co of Canada, Ltd. 68
Stewart Mfg. Co., Jas., Ltd. 16
Still, J. H., Mfg. Co. 1
Stratford Mfg. Co. 1
Success Stove Works. 54

Taylor-Forbes Co. outside front cover
Thompson, B. & S. H. outside back cover
Tobin Arms Mfg. Co., Ltd. 9
Toronto Plate Glass Importing Co. 21

Want Ads. 54
Warminton, J. N. 21
Western Clock Mfg. Co. inside front cover
Western Distributors, Ltd. 20
Western Wire and Nail Co. 21
White Mop Wringer Co. 19
Whitman & Barnes Mfg. Co. 65
Whittock & Marlatt. 20
Winnipeg Paint and Glass Co., Ltd. 57
Wright, E. T., & Co. 63

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Axes
Campbell Bros., St. John, N.B.

Ankle Supports
Owen Sound Steel Press Works, Owen Sound, Ont.

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New Yor

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., Toronto

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

THE CANADA PAINT Co'S CARRIAGE VARNISH

HIGH-GRADE CARRIAGE VARNISHES ARE MADE BY THE CANADA PAINT COMPANY

Specially selected, clear, bright gums are imported direct from the source of supply. Expert varnish makers and modern methods insure well made, well matured stock, shipped in first-class packages.

THE CANADA PAINT COMPANY, Limited
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

Genuine satisfaction is assured to every user of

NEW ERA PAINT

because it lasts longer, covers more surface and holds its color better than any other prepared paint.

Is not this the article you can handle with pleasure and profit? Write for our prices; they will interest you too.

Standard Paint & Varnish Works Co.
LIMITED
WINDSOR - - - ONTARIO

SEYMOUR SHEARS

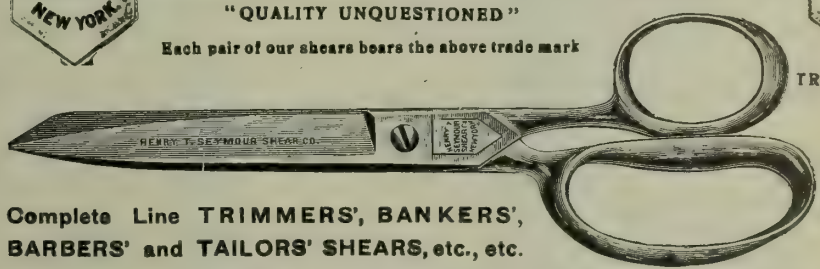
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Hammocks
Hohlfeld Mfg. Co., Philadelphia

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
E. B. Salyerds, Preston.
Still, J. H. Mfg. Co., St. Thomas
St Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
MoDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern and Lamp Co., Hamilton, Ont
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph

Lighting Fixtures
McLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Lights, Gas
Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver. B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co. Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co, Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto
International Varnish Co, Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F & Co., Winnipeg
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadwick Chemical Co, New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Christy Safety Razor Co. Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
Kemp Mfg Co., Toronto
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
Kemp Mfg. Co., Toronto
McClary's, London, Ont.
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterwotrth Fdy. Co., Ottawa
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal
U.S. Steel Products Export Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng
Lufkin Rule Co., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Onward Mfg. Co., Berlin
Universal Vacuum Cleaner Ltd., Montreal

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co. Toronto
McDougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
E. Brand, 472 Moss Lane E., Manchester, Eng.

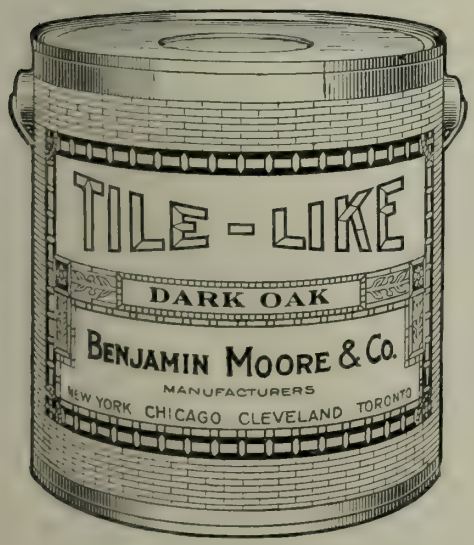
Moore's Tile-Like

is full of attractive selling points, and can be handled with profit by every hardwareman. "TILE-LIKE" is a colored **Varnish and Stain Combined,** and requires no stirring. No other varnish stain is so uniform in color as "TILE-LIKE," which has the added advantage of not hiding the grain of the wood.

Will not mar when used on floors, works easily, is slow in setting, and can be rubbed in 24 hours. Suitable for all kinds of interior woodwork. Buying "TILE-LIKE" means saving the cost of staining, and it will be found a high-grade varnish, the equal of any on the market.

GIVE "TILE-LIKE" THE PROMINENCE IT DESERVES.

Other MOORE Leaders are:		
Mooramel	Muresco	Floor Paint
Saniflat	House Colors	Impervo Varnish





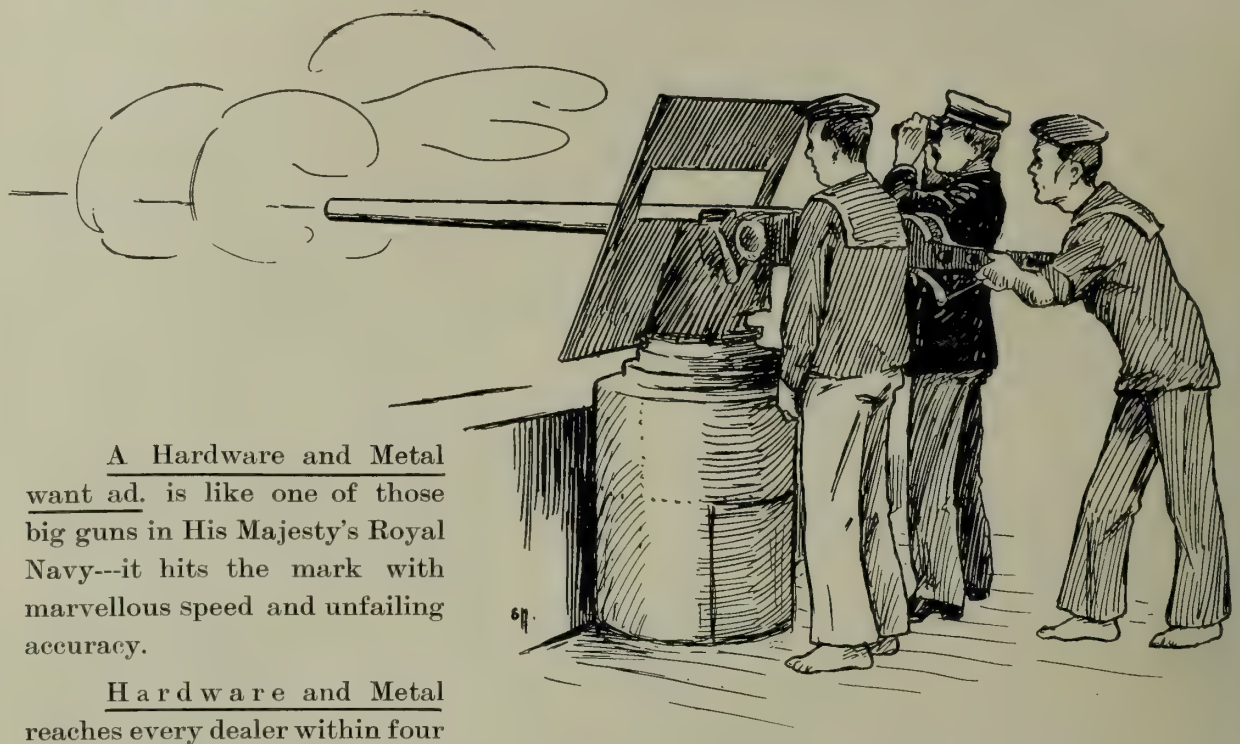
Write for colour cards and prices.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK CHICAGO
CLEVELAND

Hits the mark like a well aimed shot



A Hardware and Metal want ad. is like one of those big guns in His Majesty's Royal Navy---it hits the mark with marvellous speed and unfailing accuracy.

Hardware and Metal reaches every dealer within four days after publication and replies may be received within a week.

90% of the Retail Trade, Hardware Manufacturers, travellers, clerks and wholesalers take Hardware and Metal every week. Turpentine and linseed oil sometimes fluctuate as much as 3c. per gallon during the week. This makes the market reports indispensable to every shrewd buyer and ensures a careful perusal of the paper.

These are the men interested in your proposition and there is no other medium through which you can reach one and all except Hardware and Metal, because it is the recognized paper of the trade in Canada and the only weekly paper in the Dominion covering this field.

Would you buy a business? Would you sell your business?
Would you engage a clerk? Would you sell or buy fixtures?

Then use a want ad. in Hardware and Metal

RATES: (payable in advance)
2c. per word first insertion
1c. per word subsequent insertions
5c. extra per insertion for box number if desired.

WRITE OR PHONE OUR NEAREST OFFICE

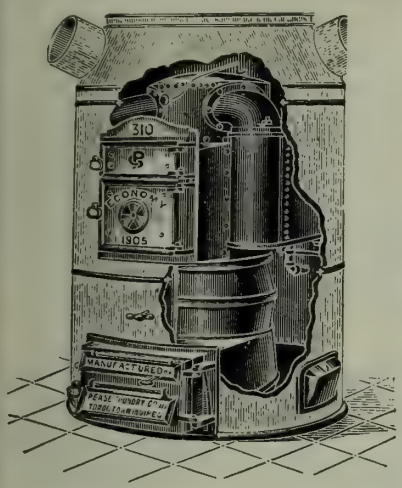
HARDWARE AND METAL

MONTREAL - TORONTO - WINNIPEG

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

THE SECRET OF GOOD IRON IS IN THE HEATING.

SELL

London Bars

They will be found to meet every requirement of your Trade, because they are uniform in quality and reliable.

They are genuine trade builders for every hardware-man.

Sales Agents:

Baines & Peckover
Toronto, Ont.
Bissett & Loucks
Winnipeg, Man.

LONDON ROLLING MILL CO., LTD.
LONDON, CAN.

"M.R.M." Horse Nails



Blacksmiths to-day demand Horse Nails of reliable quality.

"M.R.M." Horse Nails meet this demand, being made from Swedish soft steel rods by the new cold process, possessing great holding and driving qualities.

Hardware dealers can make a good profit by stocking this popular brand of Horse Nails.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

ANYONE having a good hardware business for sale write, giving particulars, to 903 King East, Hamilton, Ont. (4)

FOR SALE—Hardware and furniture business in a good town on the main line of the C.P.R. Stock $10,000. Turnover $25,000. An A1 proposition. Reply to Box 1069, HARDWARE AND METAL, Toronto. (5)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

PLUMBING and Tinsmithing business for sale in one of the best country towns in Western Ontario with a population of 7,000. Stock and equipment about $2,500. Will reduce to suit purchaser. Annual turnover $20,000. A bargain. Box 1067, HARDWARE AND METAL, Toronto. (4)

WANTED—Hardware, Stove and Tinware business in good village or town. Give price and particulars. J. E. HUSSEY, Box 2, Melbourne, Ont. (5)

SITUATIONS VACANT

WHOLESALE hardware house has vacancy for man with practical hardware experience, who is experienced in office work. Duties, freight and customs work, computing costs and prices, etc. Application by letter and must contain complete particulars regarding previous experiences, references, etc. Good salary to capable man. MERRICK-ANDERSON CO., Winnipeg, Man. (4)

SITUATIONS WANTED

TRAVELER, having twelve years' connection with hardware trade through Quebec and Maritime Provinces, is open for position March 1st. Has been six years with present employers. Excellent references. Salary or commission. Address H.H., care HARDWARE AND METAL, Montreal. (7)

WANTED—Position as hardware clerk, having four years' experience. A1 referenees. Address G. E. BAGSHAW, Sunderland, Ont. (5)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY If you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

THE NATIONAL CASH REGISTER CO. guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DURING 1910 the MONARCH displaced hundreds of Typewriters of all makes. In 1911 we anticipate a still greater demand. We have cut down the allowance on these second-hand machines and consequently can sell them cheaper to you. They are carefully rebuilt and are guaranteed to give satisfaction or your money back. If you want a good, strong, clean working Typewriter at a mere fraction of the original cost, write us for catalogue. THE MONARCH TYPEWRITER CO., Ltd., 46 Adelaide Street West, Toronto, Ont.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

AGENT WANTED

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto. Winnipeg.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occursing daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto

FOR SALE

GREAT OPPORTUNITY

The original iron patterns and follow board in good condition:

2	sizes; Nos. 6 and 7	leg	Ranges
4	"	"	12, 14, 16 & 18 Oaks
4	"	"	13, 15, 17 & 20 Cannon
5	"	"	8, 9, 10 & 12 Cylinder
4	"	"	3, 4, 5 & 6 Fancy Globe
8	"	"	18, 22, 25, 30, 34 & 36

BOX 1073, HARDWARE AND METAL TORONTO (6)

TRY A

CONDENSED AD.

IN

HARDWARE AND METAL

Five Foes of Paint and the Shield that Stops their Darts

SUN

WIND

RAIN

TEMPER-ATURE

TIME

It takes a mighty good paint to resist these five relentless foes — for one or more are on the job day and night. These persistent foes soon show which paint is best able to resist their continuous attacks. Good paint, like the good soldier, when attacked, quickly demonstrates its defensive qualities and what it is made of. **Purity** is the impenetrable armour that defends

Martin-Senour Paint

100 PER CENT PURE

from these foes that so quickly vanquish and destroy paints of "inferior quality." **Purity** of ingredients and thoroughness and honesty in manufacturing has produced a durable paint that resists **sun, wind, rain, temperature and time** to a remarkable degree. That means it is the best paint on earth for the dealer to use to fight competition and build up a profitable business. The sales agency will convince you. Write for it today.

The MARTIN-SENOUR CO., Limited
Pioneers Pure Paint
Montreal **Chicago**
The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG
The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.



Costs 25% Less Than Any Other Roofing

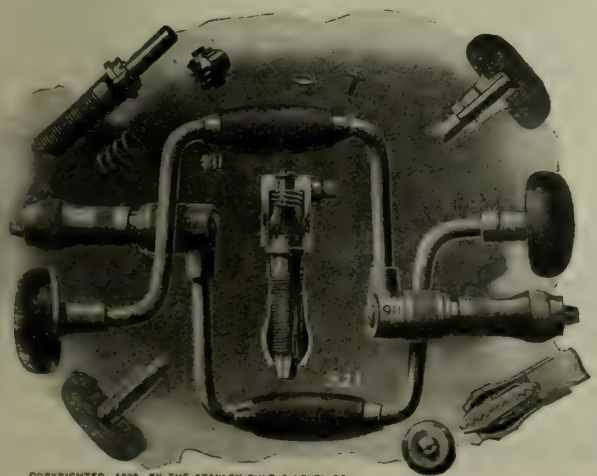
There is a whole lot of satisfaction and profit in handling a durable and effective roofing like

"MALTHITE"
ASPHALT ROOFING

"MALTHITE" is made from the very best quality of wool felt, densely saturated, waterproofed and coated with genuine natural Asphalt, and it is absolutely guaranteed according to thickness for five, seven and ten years. We help the dealer by supplying artistic show cards and generous samples of "MALTHITE".

Write for Samples and Prices.

Dominion Roofing Co. of Canada, Ltd.
31-33 Front Street East, - Toronto.



Stanley Tools

Stanley Concealed Ratchet Bit Braces

Note Particularly.—The Cam Ring which governs the ratchet is in line with the Bit—a great advantage in working.

The Ratchet mechanism is completely **protected**, so that it is always free from dirt, grit and moisture, and retains oil for a long time.

In the Clutch mechanism, **five teeth** are in engagement when working as a Ratchet, as against **one tooth** in other forms of Ratchet Braces.

They are highly nickeled and have Cocobolo Ball-bearing heads and Cocobolo handles.

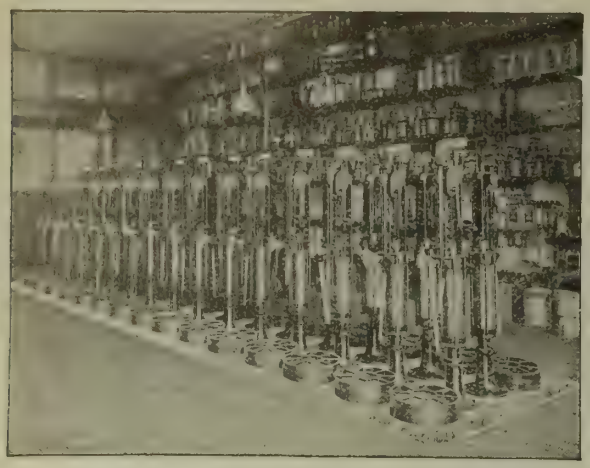
These Braces, together with many other varieties of Ratchet and Sleeve Braces, are now being made at our CANADIAN WORKS.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

Send for Catalogue containing complete description



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.

66-68 Fraser Ave., Toronto, Ont.

CHANCE'S FLEMISH GLASS

is a new product of the famous glass works of Chance Bros. & Co., Limited, near Birmingham, England.

" Flemish " is a new and most attractive variety of ornamental Window Glass, unsurpassed in character and brilliancy. It is particularly effective in the best kinds of leaded light work, and for glazing in casements, door panels, or interior partitions, where the object is to obscure the vision but not the light.

Flemish Glass is made in large and small patterns and in white, staining white and numerous tints.

To architects, contractors and hardware dealers, we will send, on request, samples of Chance's Flemish, Figured, Rolled, Muffled, Double Rolled, Cathedral and other lines.

Agents for Canada:

B & S. H. Thompson & Co.

LIMITED

381 St. Paul Street, : : Montreal



Do you believe in--- the "Horse Shoe" Fairy Tale?

Miracles do not happen in business, yet—lots of otherwise sensible men believe in Luck.

They will tell you that things happen—that the successful man is the lucky man. But getting down to brass tacks, you know perfectly well that nothing happens.

You know that success is the result of certain causes—

Causes so obvious that believers in the "Horse Shoe" fairy tale pass through life without noting them.

90 per cent. of the successful Hardware Merchants do not believe in luck—

They use "Buying Sense" instead,

And stock the lines which mean profit and reputation for them—**International Varnish Products.**

"ELASTICA" Floor Finish—the one perfect floor finish—the durable, beautiful, waterproof finish that never turns white or cracks.

"LACQUERET"—the Household Beautifier—a prime necessity in every home.

"SATINETTE" White Enamel—the enamel that stays white—made for both interior and exterior work.

FLATTINE FINISH—the finish that produces a full dead or flat appearance **without the labor and expense of rubbing.**

KLEARSTONE Stains (Acid or Oil)—the perfect wood stains.

Every **International product** you sell adds to your reputation and increases your bank balance at the same time.

N.B.---All International Varnish Products are sold in full Imperial Measure cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A 22

BUY SALESMEN

THE USEFUL SALESMEN WE SUPPLY ASK NO WAGES. THEY DISPLAY YOUR GOODS ATTRACTIVELY TO EVERY CUSTOMER AS HE ENTERS. OUR SILENT SALESMEN SHOW CASES SHOW UP YOUR GOODS TO THE BEST ADVANTAGE. WELL EXHIBITED THEY ARE HALF SOLD.

ALL KINDS OF SHOW CASES, WALL CASES, STORE FITTINGS, ETC.

The Winnipeg Paint & Glass Company, Limited

WINNIPEG — Calgary Paint and Glass Co., Limited — EDMONTON

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal, Busby Lane — Toronto, Mercer Street — Winnipeg, Market Street — Vancouver, Columbia Ave.

Buy Quality First

YOU Dealers like to be linked to big things—like to make big varnish sales to big customers. And it gives you confidence to sell the products of a big varnish house. But mere bigness does not necessarily satisfy customers and bring repeat sales.

It's quality first, plus consistent co-operation such as is furnished by Pratt & Lambert, that brings you repeat orders, quick turnovers and handsome profits.

Incidentally the world's largest varnish industry consists of the four large Pratt & Lambert factories (not warehouses) on this continent and the three factories of their associates in Europe.

Here Quality and bigness go hand in hand and if you sell Pratt & Lambert Varnishes people will be seeking your place of business, because Pratt & Lambert help you sell their varnishes. Better write to-day.

PRATT & LAMBERT-Inc.

VARNISH MAKERS 62 YEARS

24 COURTWRIGHT ST., BRIDGEBURG, ONT.

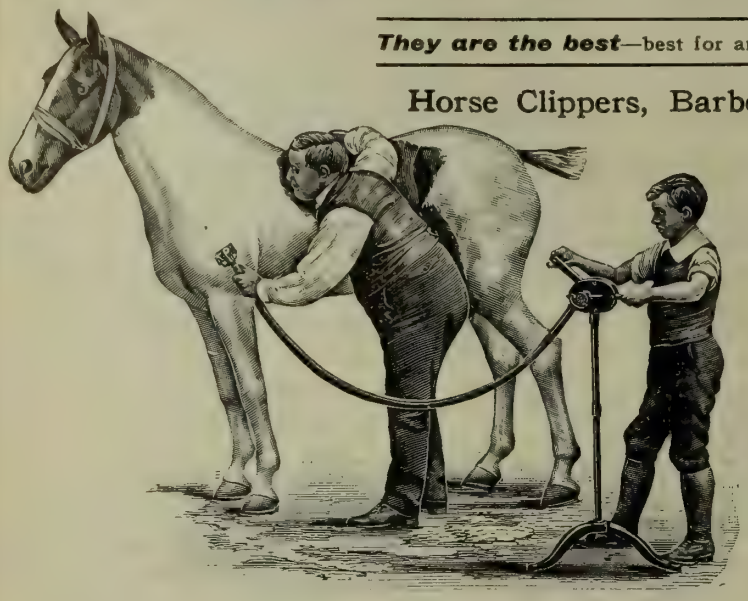
FACTORIES

New York Buffalo Chicago London Paris Hamburg Bridgeburg, Canada

Benjamin Busy

The clippers you will eventually recommend to **all** your customers are

Burman's British Clippers



They are the best—best for any of the manifold uses to which ***clippers*** are put

Horse Clippers, Barbers' Clippers, Power Horse Clippers and Sheep Shearing Machinery

Specialization is the ***keynote*** of succesful manufacture.

We make ***Burman's*** Clippers and nothing else.

In our Power-Clippers our specialty is the ***Burman*** patent Clipping head. This is ours and ours ***only.***

Cuts over three teeth, central adjustment, spring pressure bar, anti-frictional device, perfect cutting balance, carefully hardened and interchangeable wearing parts.

Clippers and all parts supplied promptly from stock at Montreal.

All Clippers guaranteed by Burman's years of reputation and standing. We have a very attractive catalogue. To-day is the day to write.

B. & S. H. Thompson & Co., Limited, Montreal Sole Agents for Canada.

You Pay No Duty

The **Gendron Folder** is made in Canada by expert Canadian workmen. The duty and annoyance of customs are eliminated, and separate parts can be supplied quickly and conveniently to you. Here is a leader you should know.



No. 253

Collapsible Go-Carts

opened or closed by one simple and easy motion. They fold compactly and are easily carried. Complete with hood and rubber tires from **$6.80** up to **$24.50** List.

20 STYLES TO SELECT FROM

Make more profit and satisfy all your customers by selling **Gendron** goods. Order this go-cart now, No. 253, as a sample. Send for "Grade A. Catalogue," showing full assortment. Write to-day.

TORONTO Gendron CANADA

Complete lines of Children's Carriages, Sleighs, Waggons, Reed Furniture, Invalid Chairs and Bathroom Fittings.

The GENDRON MANUFACTURING CO., Ltd.
TORONTO, CANADA B23

SELL

Simonds Files TO Saw Millmen

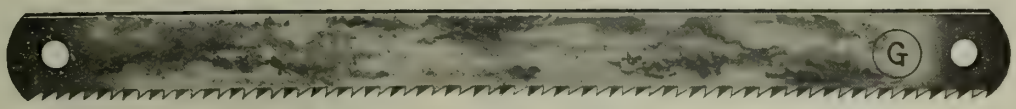


These men know Simonds Saws and are acquainted with the high quality goods which we manufacture, so you see it will not be difficult to interest them in Simonds Files. The fact that they are already being satisfied by one Simonds product helps you to make the sale. There is no question but what these Files are second to none in quality. We want every Dealer in Canada to carry them in stock. Buy through your jobber or direct from any of our offices.

Simonds Canada Saw Co., Limited

Montreal, Que. St. John, N.B.
Vancouver, B.C.

HACK SAWS



WHAT KIND DO YOU SELL?

Do you sell the kind of which you can hand your customer the greatest number of blades for a dollar? That's poor policy; it neither gives your customer the best satisfaction or gives you much of a profit.

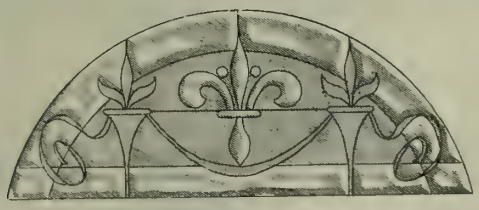
Try GOODELL-PRATT HACK SAWS

They give full value for every dollar of cost and you make a profit on every dozen.
Goodell-Pratt Blades are hard and tough; they cut fast, that is their leading characteristic, and they will work a long time

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

Leaded  Glass



We are the largest manufacturers of

Leaded Art Glass

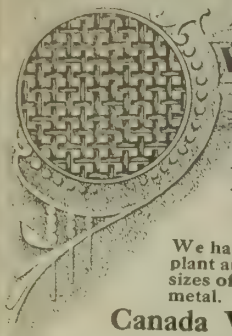
in CANADA, making same at all our four warehouses. Prompt shipment and entire satisfaction guaranteed.

WRITE FOR CATALOGUE.



The Hobbs Manufacturing Company, Limited

Warehouses:—LONDON, TORONTO, MONTREAL, WINNIPEG



ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED SHEET METAL

We have recently installed a perforating plant and are in a position to supply any sizes of perforation in any kind of sheet metal.

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

GOOD PROFITS IN GOODHUE'S

LEATHER BELTING

Why let local belting trade go direct to manufacturers? A small assortment of GOODHUE'S high-grade leather belting in stock sizes, aggressively pushed will win the trade for you.

WRITE FOR OUR PRICE LIST.

J. L. Goodhue & Co., LIMITED

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL HALIFAX OTTAWA — HEAD OFFICES TORONTO CANADA — WINNIPEG VANCOUVER ROSSLAND

Make Money From Good Pumps—Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

R. McDougall Co., LIMITED
GALT, CANADA



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

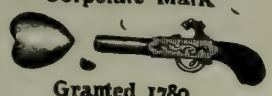
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Corporate Mark

STAMPED ON THE  GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

heffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

HARDWARE IS "STRONG" WARE and so is

New Brunswick

"KRAFT"

WRAPPING PAPER

ASK YOUR WHOLESALER

The NEW BRUNSWICK PULP & PAPER CO., Ltd.

Sales Office and Warehouse } *124 Richmond Street West TORONTO Main 1093*

ANYONE CAN USE

THE "SPECIAL" SAW SET



FULLY WARRANTED

THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS

SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A

PRESSED STEEL HINGES OF ALL DESCRIPTIONS.

TEES, BUTTS, & GARNETTS &c. &c.

HINGES

WRITE FOR LISTS & DISCOUNTS TO THE

LONDON PRESSED HINGE CO. MILLWALL DOCKS, LONDON, ENGLAND.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

When in the market for

Glues, Gelatine, Size, etc.

you often have to order goods without having time to get quotations, etc. Get our lists now and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

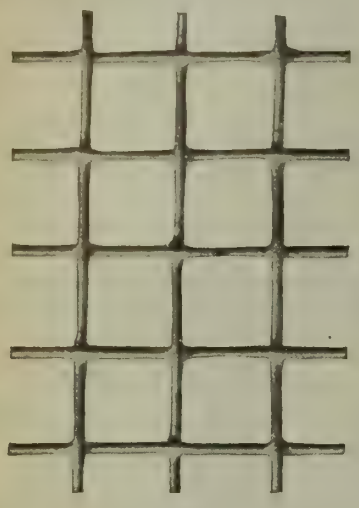
Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

Greening's Woven Wire Cloth

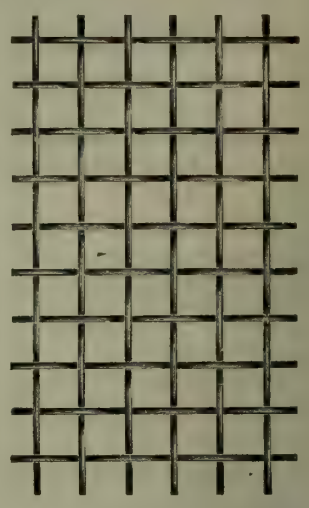


In all meshes, for all purposes, in

STEEL BRASS COPPER

Re-Galvanized

No matter how large or small your requirements in woven wire cloth, our splendid facilities and enormous output enable us to supply you at the closest prices.



CONSULT YOUR GREENING CATALOGUE!

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT. MONTREAL, QUE.



When you think of Metal Ceiling, think of "Galt."

Dealer, House-owner and Architect all favor "Galt" Art Metal Ceiling

Ernest R. Beckwith, C.E., architect on this job, says of the goods supplied:—

"Besides being one of the prettiest ceilings I have ever seen, it was exceedingly easy to erect. In fact, most of the work was done by unskilled labor owing to the regular tinsmiths being busy.

The special material made for the stage-front was accurate in detail and satisfactory in every way."

If you want to please your customer and his architect; if you want to build up a business in Metal Ceiling and if you want to make the most money from your metal ceiling work, send your orders and enquiries to

The Galt Art Metal Co., Limited, Galt, Ont.

QUALITY AND APPEARANCE

combine to make

WRIGHT'S "ANTI-RUST"



The "Anti-Rust" Dairy Pail
X.X.X.X. Redipped stock Nos. 124 and 126. With heavy malleable ears. Each pail attractively labelled.

the ONLY high-class Canadian production of this grade of tinware.

Buy the BEST PRODUCT of the Canadian factory and save the import duty

Every piece of WRIGHT'S "ANTI-RUST" carries the guarantee of the HAMILTON makers.

Each article of WRIGHT'S "ANTI-RUST" is SANITARY and DURABLE, and will outlast half-a-dozen of inferior make.

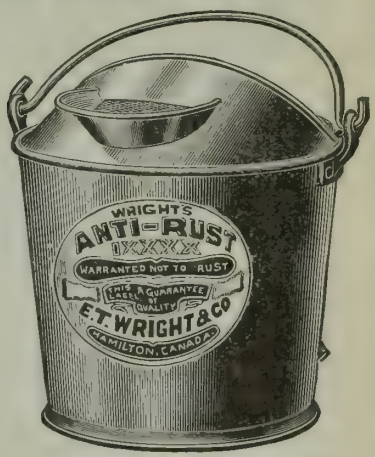
Canadian Makers of Anti-Rust Ware

E. T. WRIGHT & CO.

(H. G. WRIGHT)

Hamilton, Canada

Winnipeg Distributing Agents:--Merrick-Anderson Co., Winnipeg, Man; Vancouver Distributing Agent--Macpherson, Teetzel & Co., Vancouver, B.C.; Eastern Representative---J. W. Moncur, Drawer 2209, Montreal, Que.; Winnipeg Agents:--W Reynolds & Co., Winnipeg Man.; Toronto Agent--F. B. Wilson, 33 Maitland St., Toronto, Ont.



The "Anti-Rust" Strainer Pail
14 and 16 quarts. Heavy malleable ears and fine brass strainer. Each pail attractively labelled.

ELECTRIC-WELDED DOG LEADS

Three Sizes

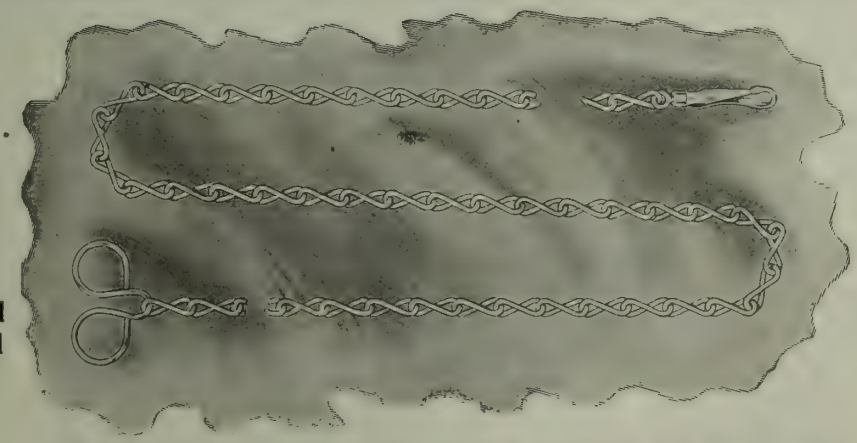
Light, No. 3

Medium, No. 2

Heavy, No. 1

Any Length

from 4 foot Lead to 9 foot Kennel Chain.



Three Finishes

Polished
Brass-plated
Nickel-plated

Any Style

Hand Loop and Snap for Leads.

Two Snaps for Kennel Chains.

McKINNON CHAIN COMPANY

Office: BUFFALO, N.Y. ***Factory: ST. CATHARINES, ONT.***

The Bayard Auto-Cocking and Ejecting Semi-Automatic Rifle

Entirely new features, nothing like it made, stands alone in quality and its class.
Adapted to 22 short or long rim fire smokeless cartridges.



The Strongest Shooting Rifle Made. "You pull the trigger, the Bayard does the rest." When you shoot the cartridge the recoil automatically opens the breech block, cocks the rifle, throws out the empty shell and leaves it ready for a new cartridge. All you have to do is pull the trigger and drop in a new cartridge alternately. It is the only rifle having automatic features that handles two cartridges, 22 short and long Strong Shooting, High Class Workmanship, Handsome Alignment, Simplicity of Mechanism, parts interchangeable, are the main features of the Bayard. It has the quick twist rifling which makes it a powerful shooter. Will penetrate three inches of pine, weighs about 4 lbs., can be taken entirely apart in three minutes for cleaning, the only tool needed is a screwdriver. The rear sight is adjustable for short or long range, and the barrel tapers beautifully from breech to muzzle. Ask your jobber for the Bayard.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

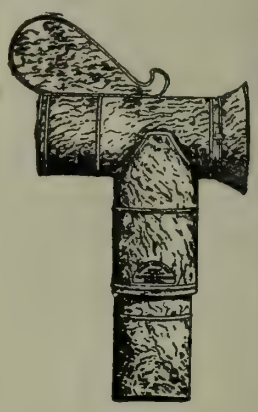
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan 23rd, 1909
Messrs. J. W. Harris Mfg. Co., Ltd.
120 Sanguinet St. Montreal
Dear Sirs:
Enclosed you will find my cheque to cover account for the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here, and I have muck pleasure in saying that in every case they have given perfect satisiaction.
Yours truly,
W H Harrison

Made by

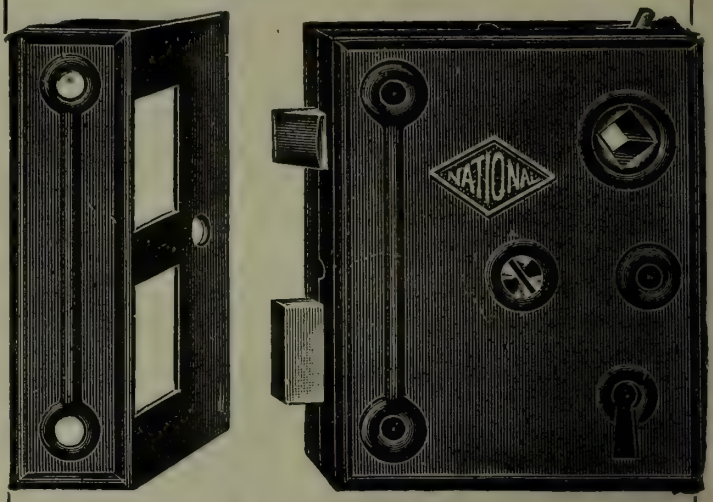
The J. W. Harris Mfg. Co., Ltd.

CONTRACTORS

Montreal

For Strength, Safety, Durability and Finish

NO LOCK IS BETTER THAN THE



NATIONAL STEEL RIM LOCK

They will serve to strengthen your hold on the better class trade.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

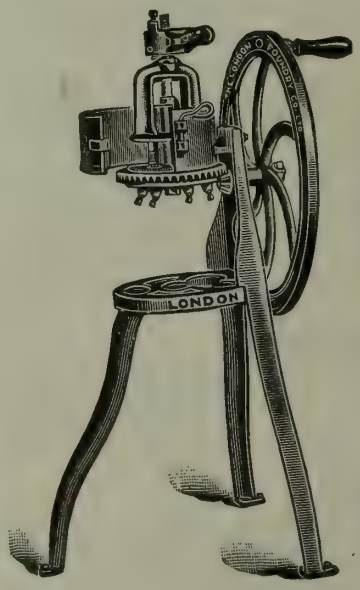
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



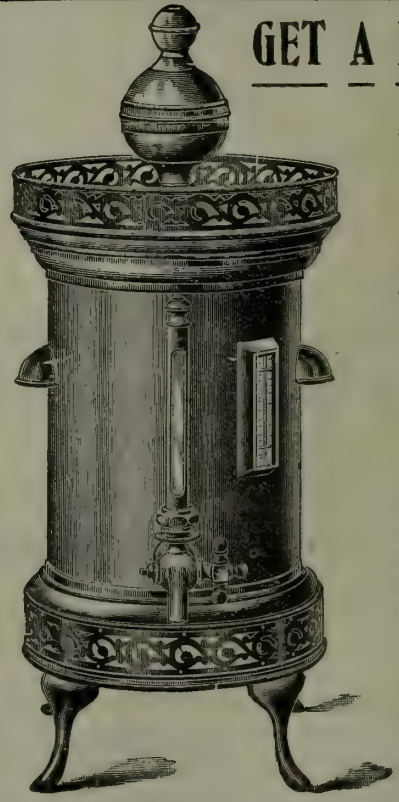
Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

GET A HUSTLE ON



and look up the owners of the cafes, lunch counters and boarding houses which are continually opening up in your district.

Our Restaurant Urns

are practical, handsome and durable goods that will stand any test or meet any requirement.

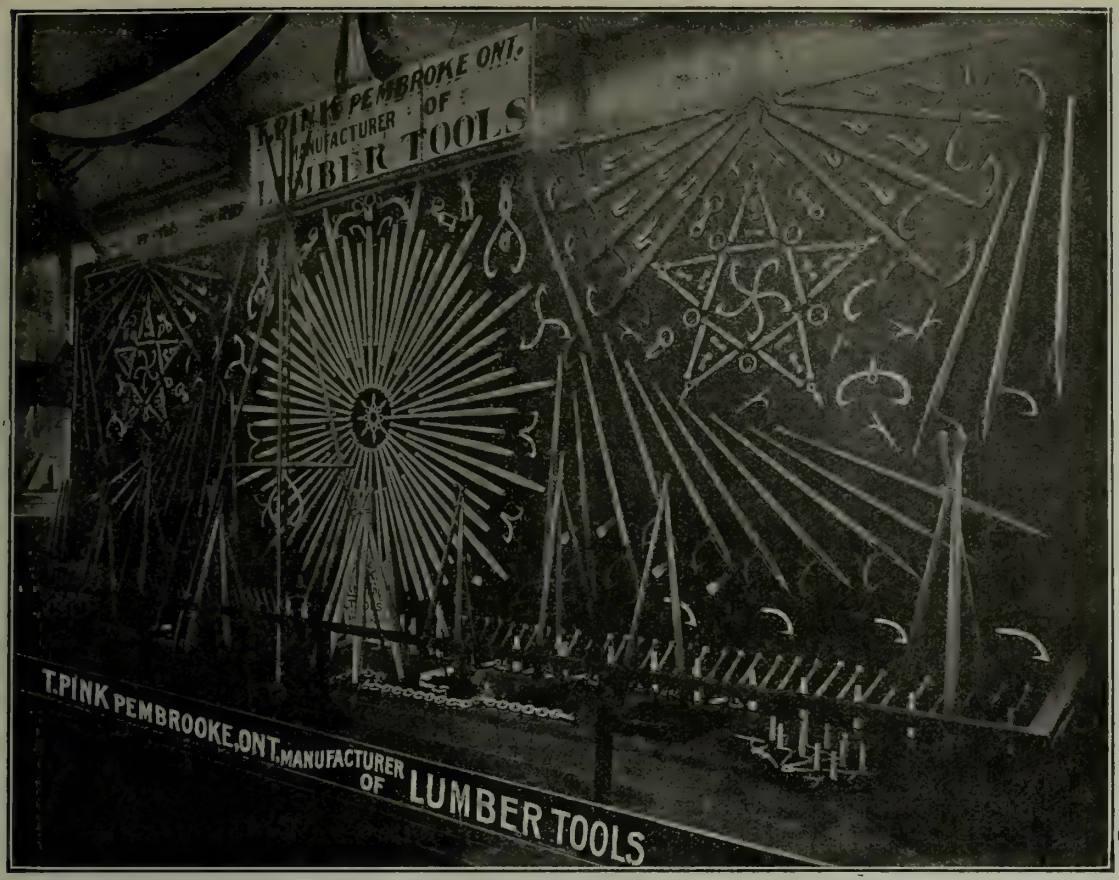
There's money, too, in handling them.

Write for Illustrated Catalog.

The BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 28 Toronto Street, Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

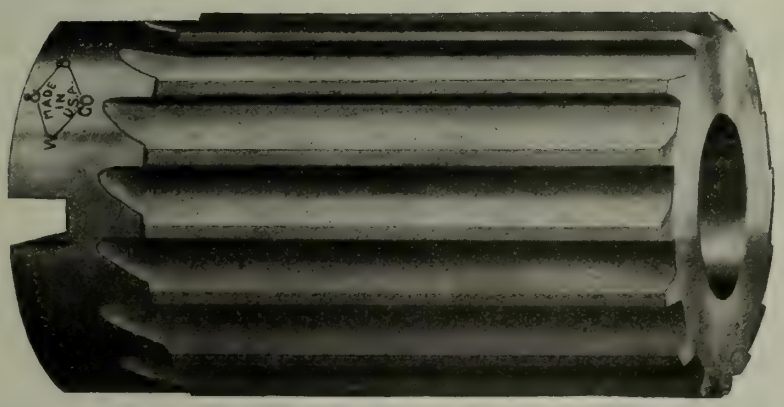
Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Trade W&B Mark

Stands for Quality and Accuracy



This Trade W&B Mark

Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

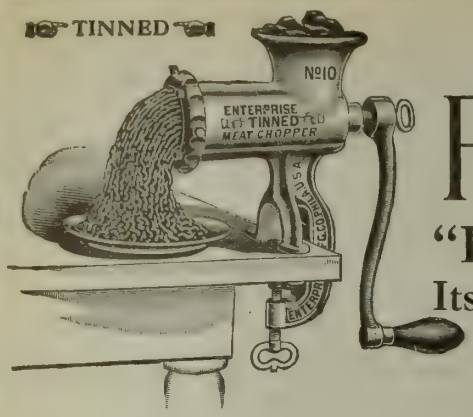
"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture, and is subjected to the most rigid tests and inspections.

We carry the largest and most complete stock of Twist Drills and Reamers in Canada, and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO



"ENTERPRISE"

FOR making sausage there is *nothing* equal to the "Enterprise" Meat and Food Chopper.

Its four blade steel knife revolving against a sharpened perforated steel plate cuts exactly like a pair of shears. It *cuts* (don't tear) more meat in less time and is much better than any chopper made.

You know the quality—so do the majority of your customers. Made in 45 sizes and styles for hand, steam and electric power.

"Enterprise"
Sausage Stuffers and Lard Presses

The patented corrugated spout prevents air entering casing—assuring preservation of the sausage. *Now* is the time to feature these goods.



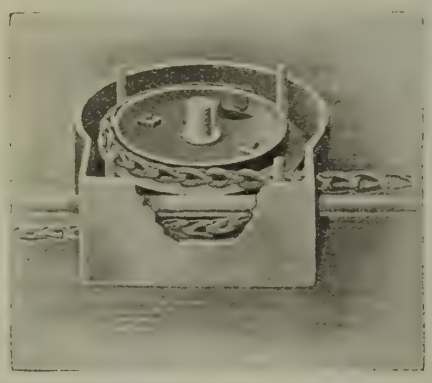
The Enterprise Mfg. Co. of Pa.
PATENTED HARDWARE SPECIALTIES
Philadelphia, Pa., U. S. A.
21 Murray Street, New York
544 Van Ness Avenue, San Francisco

SILENT AND SAFE

The NOISELESS Gearless

Simplest, Lightest and **Easiest Running** Dolley type Washing Machine yet produced. It's had the **"Third Degree"** for several years and carries the **Healthy Sign of Steadily Increasing Sales.**

No useless "Fixings" about it. **Just a simple Mechanical principle worked out to perfection.** A glance at its **patented** mechanism **shows its strength** and **simplicity.** Notice the **absence** of **cogs, springs and finger catchers.**



The tub has all the **exclusive features** peculiar to our products. The visible and invisible parts are equally well made and **every machine is built to sell another.**

Eastern Agents:
W. L. Haldimand & Son
Montreal
Western Agent:
Harry F. Moulden,
Winnipeg



CUMMER-DOWSWELL, Limited, Makers, Hamilton, Ont.

DOMINION STALL FIXTURE



Strongest, Simplest, Easiest to Attach

Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock.

Oneida Community, Ltd.
Niagara Falls - Ontario

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

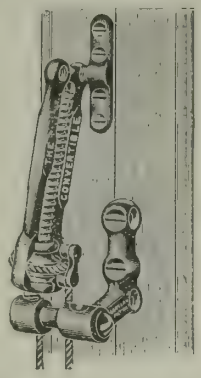
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON
⅜ screw 4/-
½ " 6/6

1795 BRASS
⅜ screw 5/6
½ " 8/6

1797 GUN METAL
⅜ screw 6/6
½ " 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

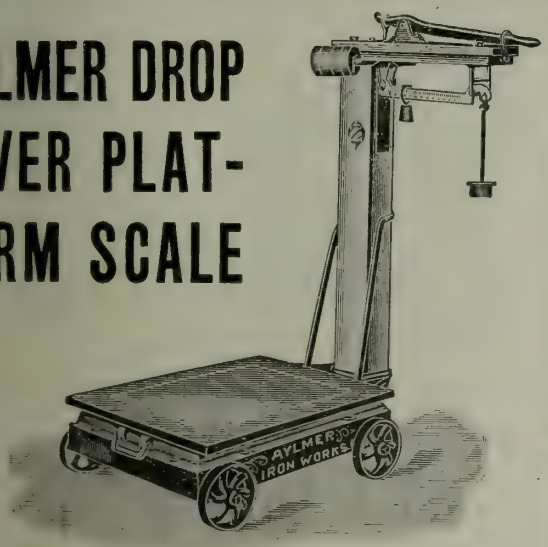
Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

AYLMER DROP LEVER PLATFORM SCALE



Made in four sizes, 1200 to 2500 lbs. capacity.

These scales are compact, strong and well finished and have Jessop's finest Tool Steel Bearings throughout. They are absolutely correct and fully guaranteed.

Write for our Special Prices to the Trade.

The AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - ONTARIO
Western Representatives
ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

THE CONNOR BALL-BEARING WASHER

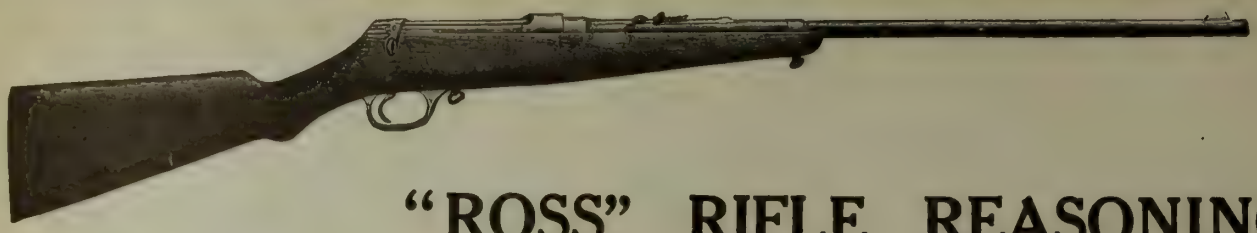
With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



"ROSS" RIFLE REASONING



The "Ross" Sporting Rifle is cheaper than any imported rifle of equal quality. What sense is there paying the extra duty for another rifle, certainly no better and probably not so good as the "Ross" Rifle?

Dealers who can make this clear to their customers make more sales and help their customers to economize.

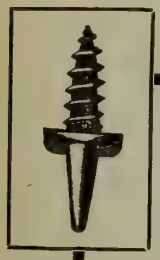
The fact that sales increased 80% **last year** shows that dealers are wide awake to the advantages of selling the Canadian Arm.

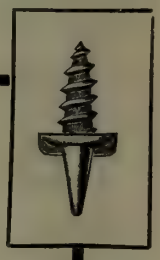
If your stock is low, increase it. If you are not handling "Ross" Rifles take a leaf from the other dealers' book and order now.

$25.00 and Upwards.

Write for Illustrated Catalogue.

The Ross Rifle Company, :: Quebec





LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

The Steel Company of Canada, Limited

HAMILTON :: CANADA







KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED





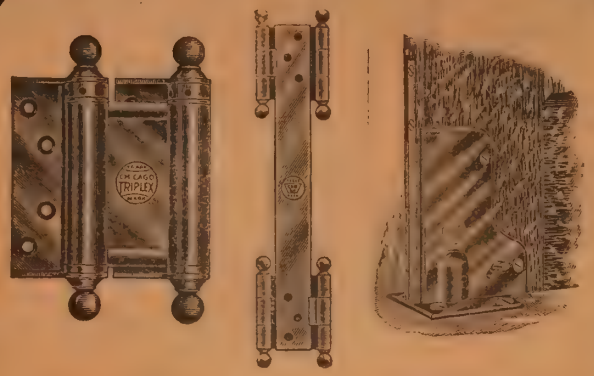


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

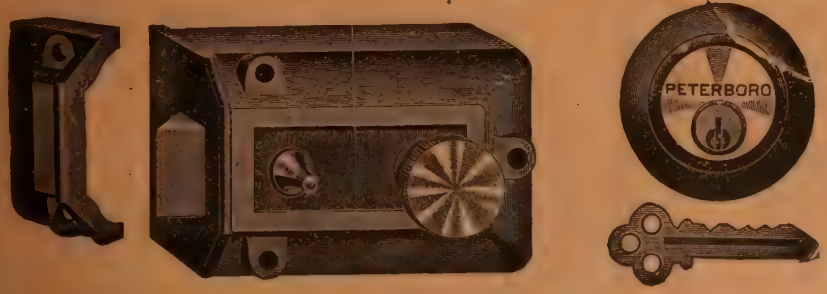
Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 24

We're at it again—



Cylinder Night Latch, No. 103

reminding you that our range of rim and mortise locks and of inside, front and store door sets cannot be beaten for quality and price. You will find they just fill your requirements and will prove profitable sellers.

WRITE FOR CATALOGUE.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve 

Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We have a large stock of above well-known brand of Steel and are in a position to name attractive prices for early delivery.

SEND US YOUR ENQUIRY

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

Simply a case of **BUY** and **SELL** with the

Androck Door Mat

The winter season is here, and with it extra work for the busy housekeeper, cleaning up the snow and dirt that is being tracked all over the house. Show her the Androck Mat.



It has a scraping surface in every direction. All the dirt is left outside.

Ask for our illustrated price list. There's a good profit for you.

Andrews Wire Works of Canada, Ltd.
WATFORD, ONTARIO

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 4, 1911 NO. 5

E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses



Clean, Bright Finish

"Fleur de Lis" Galvanized Iron

Free From Defective Spots in the Galvanizing.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch



Nothing Cheap or Shoddy about "T.F." COBBLER SETS

We find it necessary to emphasize this because some sets now being placed on the Canadian market are of very inferior quality. "T.F." hammer heads are polished and handles are wedged in. Ferrules won't work off knives or hafts because they are made of best materials and are carefully fitted. "T.F." Sets are good and heavy and carry our unqualified guarantee.



See you feature these well-known goods!

TAYLOR-FORBES, CO., Ltd.

HEAD OFFICE AND WORKS
GUELPH - ONTARIO

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers' Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

MONARCH COBBLER'S OUTFIT FOR GENERAL BOOT, SHOE AND HARNESS REPAIRING

Index to Advertisers and Buyers Guide Pages 56-58. Want ads. page 60.

TRADE Gillette MARK
KNOWN THE WORLD OVER

Let's Get Together at Peterboro

You're going to the Convention, of course? You couldn't spend four days more profitably, and you'll have a mighty good time into the bargain.

It does us all good to get together and look through each other's glasses once in a while. It broadens us out, freshens us up, and makes us better business men.

We want you to show us the GILLETTE as the retailer sees it, so that we can tell just where we are right and where we are wrong in our manufacturing and selling methods.

If we can talk to you for a little while face to face, and not through cold type, perhaps we can make more real to you the time, the money, the patience, the genius, the concentrated energy that have been so freely spent to make the GILLETTE what it is—the best razor in the world. If we can strengthen your confidence in the GILLETTE we'll be satisfied, for that will mean more business for us both.

If you have an order for us, we will be perfectly willing to book it.

We'll have a GILLETTE exhibit at the Convention and will be looking for *you*.

Gillette Safety Razor Co.
of Canada, Limited

Office and Factory:
63 ST. ALEXANDER ST., MONTREAL

Offices in New York (Times Building); Chicago (Stock Exchange Building); London, Eng., and Shanghai, China.

Factories in Montreal, Boston, Leicester, Berlin and Paris.

TRADE Gillette MARK
KNOWN THE WORLD OVER

TRADE Gillette MARK
KNOWN THE WORLD OVER

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

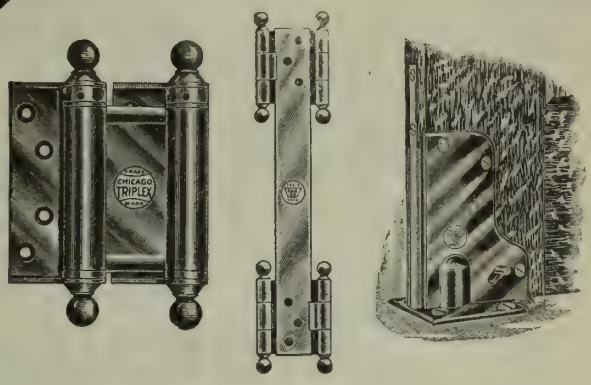
line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO

CHICAGO SPRING BUTTS



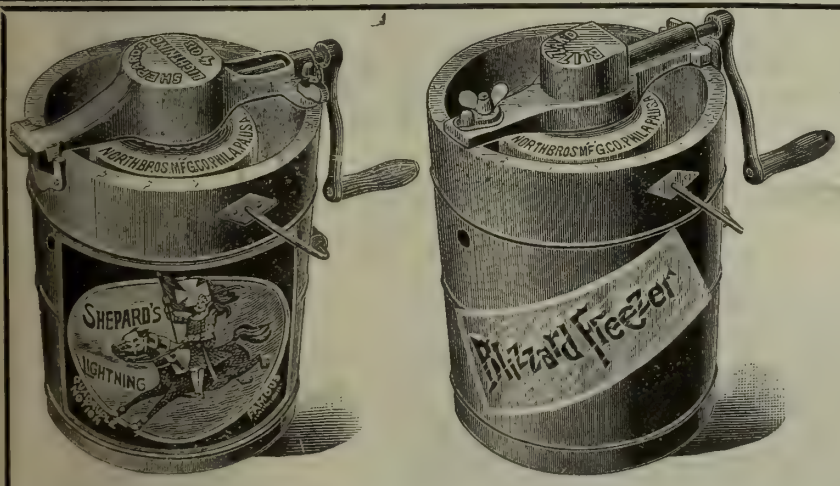
A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

Send for Catalogue M 26



A Clean Record

of 25 Years'
SATISFACTORY SERVICE
is the History of the

GEM, BLIZZARD and LIGHTNING FREEZERS

They comprise a line of long established standard Freezers, and need no annual introduction to rob you of your time and profit; but are in demand, easily sold and stay sold. They represent the very best that can be put into Freezer construction. They run easily, freeze quickly and economically and produce highly satisfactory results.



They Bring Trade and Help You Keep it
Place Your Order Now for Future Shipment
Your Jobber Handles Them

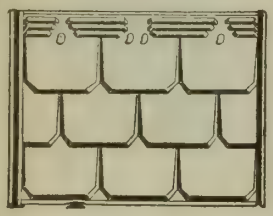
NORTH BROS. MFG. CO.

Philadelphia, Pa.

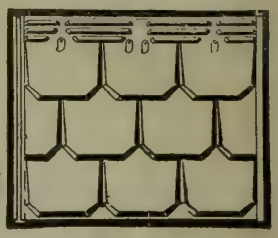


The permanent roofing is the one to sell

You cannot afford to speculate with roofing sales. One faulty, leaky roof may lose your best customers. Sell roofing you **know** will give absolute satisfaction —roofing that will be in perfect condition 25 years from now.



"EASTLAKE" Metallic Shingles



make a **permanent, waterproof** roof. You can guarantee them. **Actual test has** proven **their quality.** Roofs covered with "Eastlake" 25 years ago are in perfect condition. These goods insure profit and reputation—the **only** goods it pays to handle.

Send us measurements of roofs for complete estimates. Write for illustrated price list No. 4. It will help you make sales.

Manufacturers of "Metallic" Building Materials.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

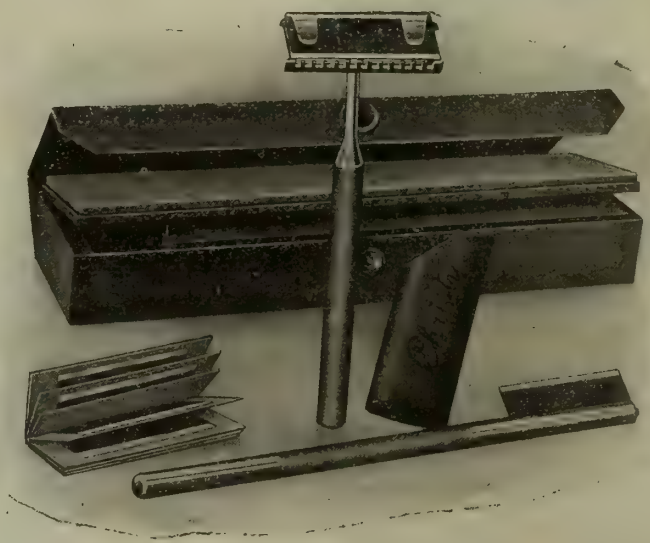
2405

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a
Good Profit
For the
Hardwaremen

Write for Terms to the Sole Manufacturers



The "CHRISTY" Safety Razor Outfit.

Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: $1.50

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

TRADE **SIMPLEX** MARK

ONE-PIECE LARGE HEAD

ROOFING NAILS

Should Be Used on Every Roof

One-Piece
Not Two-Piece
Curved Head



Saves Time
Saves Roofs
Saves Money

It's worth your while to investigate this Nail.

CURVED HEAD
BARBED NAIL

Head, 1 inch Diameter; 21 Gauge Thick
Nail, 1 inch long; 13 Gauge Diameter

LARGE HEAD will not tear roofing.

SMALL STEM will not tear roof boards.

Samples and Prices on application.

The Heavy Cupped Shape Head gives a bearing on roofing equal to its entire diameter.

The Small Stem is barbed to insure greatest holding power.

It has **four times** the head surface of ordinary large head roofing nails.

The edge of the head will not curl up as with tin caps used with ordinary roofing nails. It is more quickly driven, gives better results, lasts much longer, keeps roof in better condition and COSTS LESS than the tin caps and nails formerly used. TRY IT.

Give this Nail a trial. You will find it all right.

LEWIS BROS., Limited, MONTREAL

SOLE AGENTS FOR CANADA

Ottawa Toronto Vancouver

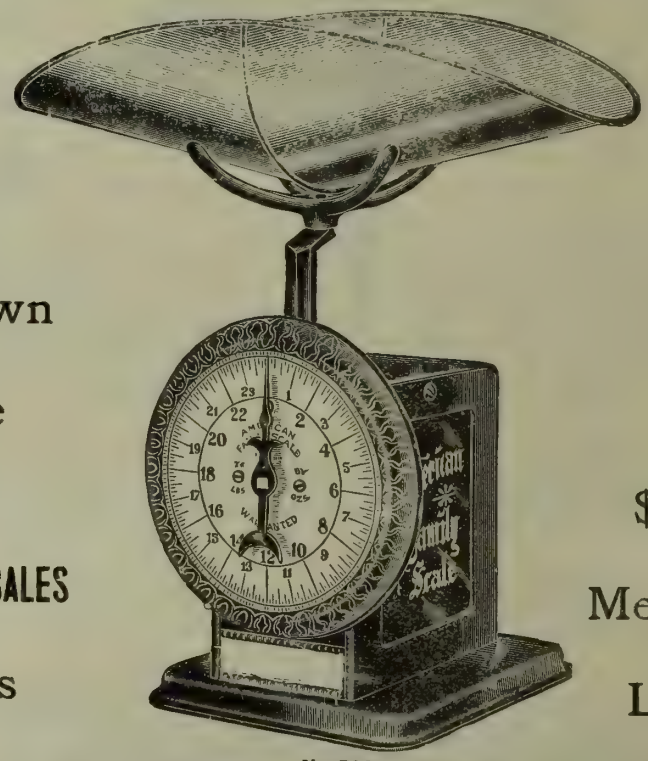
Something New

MERCHANTS

We are offering the Trade a Family Scale which should interest you, as no Household is complete without one.

There are several reasons why this practical scale should appeal to you: Simple in Construction, Workmanship and Material, Strictly High Grade, Absolute Accuracy. Quick and Inexpensive.

Be
The First
In Your Town
To Handle
The
AMERICAN FAMILY SCALES
Easy Sellers



No. 700
American Family Scale

Does
This Price
Look Good
To You?
$18.00 Dozen
Merchants Only
Large Profits

Weighs up to 24 pounds by ounces. Large white enameled dial, with ovaled fancy gilt rim. Large heavily wired tin scoop and heavy japanned cast iron claw. Wrought steel construction throughout, heavily enameled and ornamented in aluminum. Packed one in a box. Six in a case.

ALL INQUIRIES RECEIVE OUR PROMPT ATTENTION

WE SHIP PROMPTLY — Ask our travellers to show you sample — OUR PRICES ARE RIGHT

FROTHINGHAM & WORKMAN, Ltd.

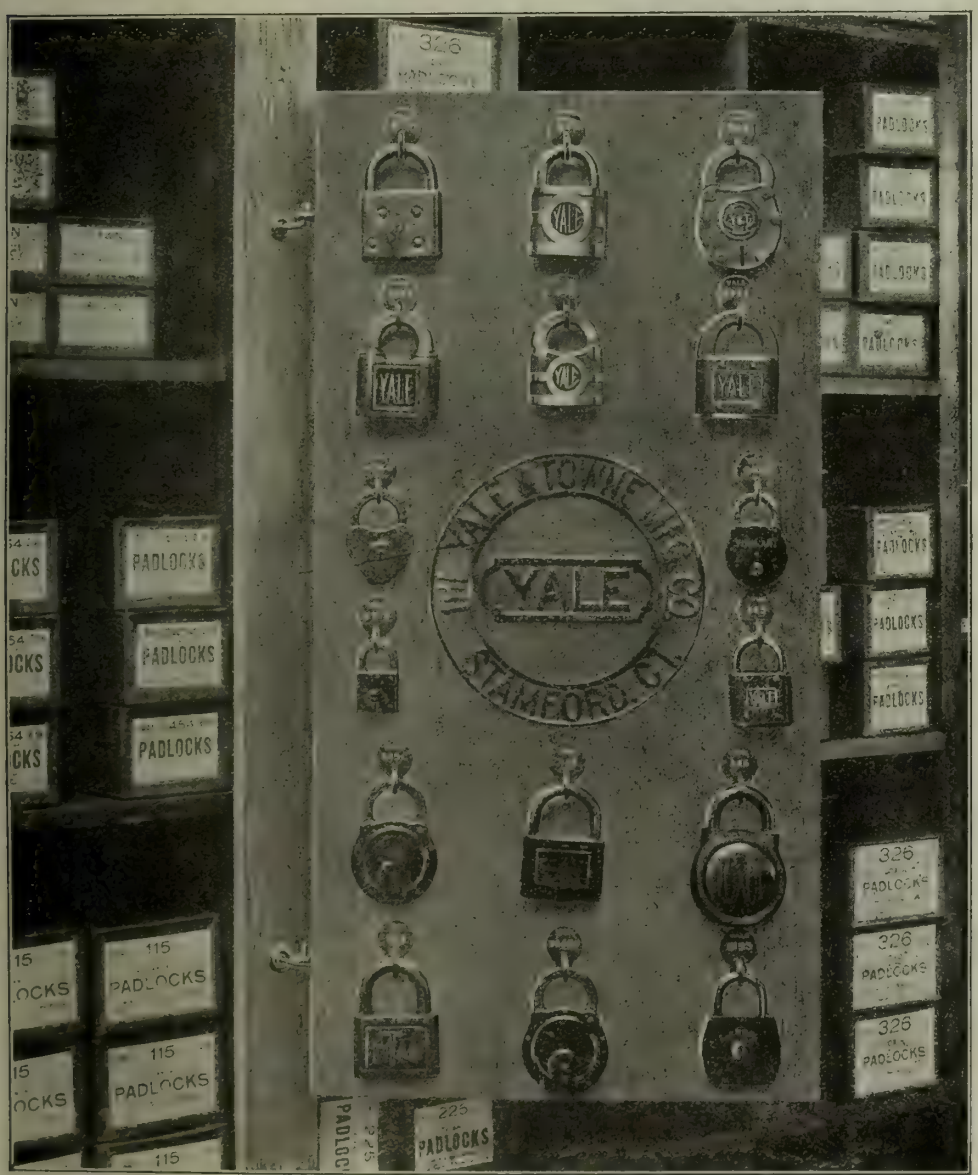
Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

YOUR CUSTOMERS BUY PADLOCKS FOR SECURITY

When selling "Yale Padlocks" you offer goods with a reputation for that security even among thieves.

OUR ASSORTMENT SHOWN HERE CONTAINS PADLOCKS AT ALL PRICES TO SUIT EVERY WANT



Yale Padlock Sample Board No. 10

This board measures 24 x 12 inches, is of mahogany finish and very substantial appearance. Has heavy brass hooks and number plates. It will be supplied with the following assortment of Padlocks for stock:

1-6	dozen	840	1-4	dozen	585
1-6	"	843	1-4	"	605V
1-6	"	8454	1-2	"	326
1-4	"	805F	1-4	"	563
1-2	"	225	1-2	"	115
1-2	"	615S	1-2	"	671V
1-2	"	453J	1-2	"	674N
1-2	"	645C	1-2	"	9645J

The large medallion in the centre is a very fine casting, beautifully oxidized and relieved. The board (as shown in the illustration) is intended to be attached to an upright of the shelving by means of square hooks and screw eyes which are furnished.

Caverhill Learmont & Co

MONTREAL and WINNIPEG



BRANTFORD ALL-AROUND GLUE

(GRANULATED)

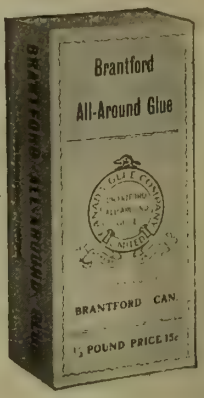
THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

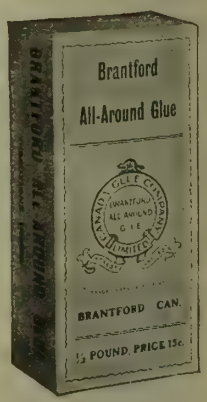
QUALITY TELLS!

J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	" "
Miller-Morse Hdwe. Co., Limited	" "
G. F. Stephens & Co., Limited	" "
Wood, Vallance, Limited	" "
The S. Hayward Co., Limited	St. John, N. B.
Emerson & Fisher, Limited	" "
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	" "
The Fife Hdwe. Co.	Ft. William, Ont.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	" "
Lewis Bros. Ltd.	" "

IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.









That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.

Samson Farm Tools



The best selling line on the market, and the safest for any dealer to handle. The "Samson" reputation has been fully established, and these tools are recognized everywhere as the best finished and most satisfactory of any similar product. They are made good enough for us to guarantee. If you want the trade of the best you must include the "Samson" line.

Book Your Orders Now.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

CSGCo. CRESCENT BRAND

BUTTS AND HINGES

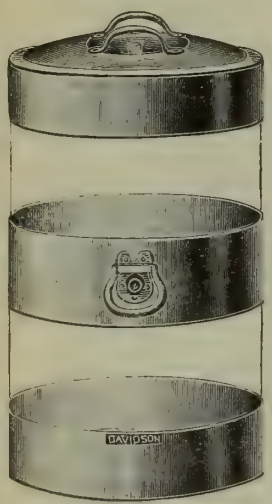
Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

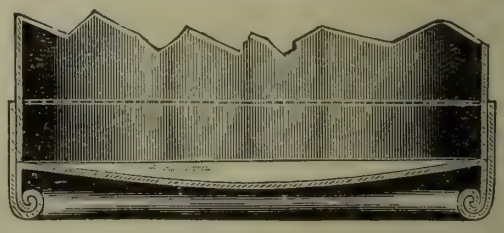
Davidson's Roll Rim Bottom Milk Can Trimmings

ARE UNEXCELLED FOR STRENGTH AND DURABILITY



COMPLETE SETS: Comprising 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches Wide, 20 Gauge, 1 Broad Top Hoop, 1 Pair Cover Handles, 1 Pair Side Handles. In all sizes from 10 to 40 gallons.

The Diagram Shows how our Heavy Roll Rim Bottoms are Constructed. Examine it carefully and see how the Outer and Inner Rims are Rolled in, and then riveted to bottom Hoop.



NOTE THE HEAVY ROUND ROLLED EDGE which makes our bottoms doubly durable. Saves strain on the can owing to the easy manner in which it can be moved by sliding along, when full. There being no sharp edge, friction is reduced and practically all wear and tear to Factory Floors and Waggons is eliminated.

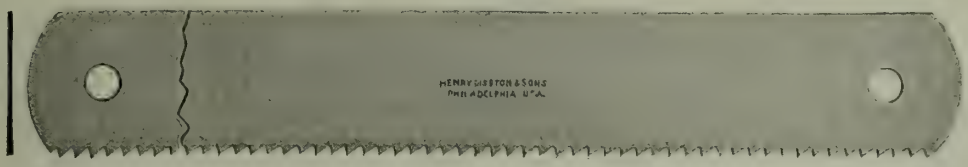
BOTTOMS ARE CONCAVE and drain to the centre, and are therefore easy to wash out. THEY DO NOT CORRODE like those which drain to the side.

A VERY IMPORTANT POINT is that these bottoms are heavily retinned after being made up, which fills all intersections and practically makes each bottom one solid piece of metal with considerably more strength to the square inch than if it had been spun out of one sheet.

Book Your Order Now to Ensure Prompt Delivery.

The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg

Disston Hollow Ground Hack Saw Blades



DISSTON Hack Saw Blades have always received the highest praise.

YOU will find them satisfactory.

YOU will find them economical.

YOUR opinion will agree with all other men using them.

Our Hollow Ground Hack Saw Blades are used where extremely fine and accurate cutting is to be done.

They are hollow ground to run without set.

They are superior to all other hollow ground saws.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, PA.

Canadian Works:—FRASER AVE., TORONTO, ONT.

Tobin Simplex Guns

Recommend the Tobin Gun to your customers. We back it up with a guarantee which says that every Tobin Gun must be satisfactory in every respect, or the purchase money is refunded.

The Tobin Gun is manufactured in Canada, and consequently sells for a lower price than imported guns of an inferior quality. The dealer who is ready to answer inquiries concerning the Tobin Gun and supply them to his trade, will reap the benefit of our advertising. Tobin Guns possess new and exclusive features in the hammerless type. They are simple in construction, and the ease with which they can be taken apart for examination or cleaning makes them fine sellers.

Accurate shooting—superior materials—finished workmanship—these are points on which the Tobin Gun sells.

We want a representative dealer to handle our guns in every town.

The Tobin Arms Mfg. Co. Limited Woodstock, Ont.

Send for our Catalogue and other details.



MADE IN CANADA

Every "Tobin Gun" is Built to Sell Another



Three splendid sellers in fancy patterns of Plated Flatware, the quality of which is fully guaranteed, and which we are now making in our new Flatware Factory.

The Florentine and King Edward VII. are but the forerunner of other new patterns that we purpose putting on the market. Louis XV. pattern speaks for itself. It is the best Plated pattern in the market at present.

THE TORONTO SILVER PLATE CO., Limited

Factories and Salesrooms - - - West King Street, TORONTO, CAN.

E. G. GOODERHAM, President

COMMUNITY SILVER



32-Piece Mahogany Chest outfitted with SHERATON

ASK YOUR JOBBER FOR PLYMOUTH ROPE

PLYMOUTH rope is the kind for the progressive merchant to sell. It is good, honest rope; it's always the same—no poor coils; no kicks from your customers on PLYMOUTH.

Perhaps your people don't realize what a difference there is in rope, don't know there is something better than the common kind.

It's an easy way to make a friend by showing them, and selling them a piece of

PLYMOUTH ROPE

"The Rope You Can Trust"

PLYMOUTH rope has been making friends for eighty-six years, and you can just as well as not get the benefit of a part of this prestige which has been accumulating all that time.

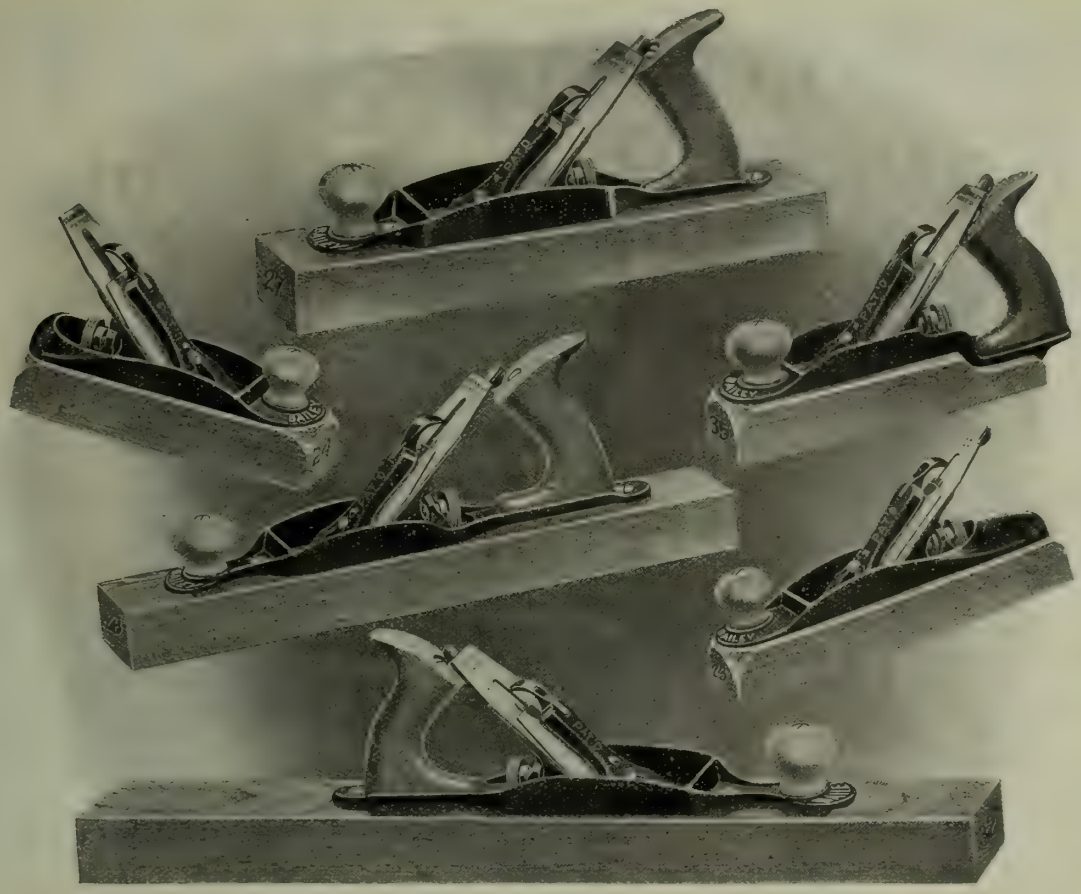
All that is necessary is to ask your Jobber for PLYMOUTH Rope.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER



Stanley Tools

THE "BAILEY" WOOD PLANE has the same adjustment as the celebrated "BAILEY" IRON PLANE—differing only in detail where the extra thickness of the Wood Bottom has to be taken into consideration.

The Bottom is made from selected and well-seasoned beach.

The name "BAILEY" and the number are cast on every Plane, and the name "STANLEY" is stamped on each cutter.

INSIST that your orders be filled with Planes made by THE STANLEY RULE & LEVEL COMPANY, which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' Tools for over half a century.

"BAILEY" WOOD and IRON PLANES, "BAILEY" BLOCK PLANES "STANLEY" BIT BRACES, SPOKESHAVES and POCKET LEVELS are now

MADE IN CANADA

Address all communications to:

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

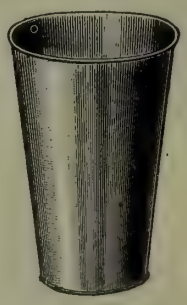
EVERY TOOL GUARANTEED

Are You Prepared For Sap Season Requirements?

The following lines will doubtless appeal to you:

SAP PAILS

Straight Pattern



Nos.	7	9	12
Gals.	1	1½	2
Dim., Ins.	8½x9	9x9	8¾x12½
1C Per 100	$11.50	14.00	15.00

SAP PAILS

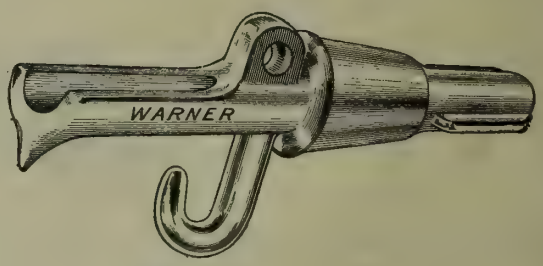
Flaring Pattern



Nos.	70	120
Quarts	6	10
Dim. Ins.	10x6¼	11¼x8½
1C Per 100	$11.25	15.00
1X " "		18.50

SAP SPILES

"Warner" Malleable Iron



Per 1000 $45.00

SAP SPILES

"Eureka" Cast Iron



Per	1000	$12.00
"	100	1.30

Packed in boxes of 500 and 1000

The usual discounts are given off the above prices.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon

"HOBART" Cycles and Motor-cycles

A standard pattern 2½ h.p. "HOBART" motor-cycle holds the 100 miles British (Brooklands) Light-weight Record.



We are looking for "live" business men in Canada to take up the sale of our cycles and motor-cycles--"wheels" with a twenty-five years' British Reputation for all-round Good Quality and Finish.



More than fifty thousand cycles have been built in our factory and we know--as few other firms can know-- the exact requirements of cyclists and motor-cyclists all the world over.

HERE'S PROOF:

"Out of twelve open motor-cycling events held since April 1910, 'Hobart' motor-cycles have won no less than Eleven."

Write now for our catalogue and prices

Cycles from £3.0.0 net
($15.00 Dollars)
and Big Reductions for Quantities.

We have supplied "wheels" to Royalty--to the British Postal Authorities and the British Army--and to the Spanish Government.

HOBART, BIRD & CO., Limited

Department H. 31. :: :: COVENTRY, England

A Thing of Beauty is a Joy Forever

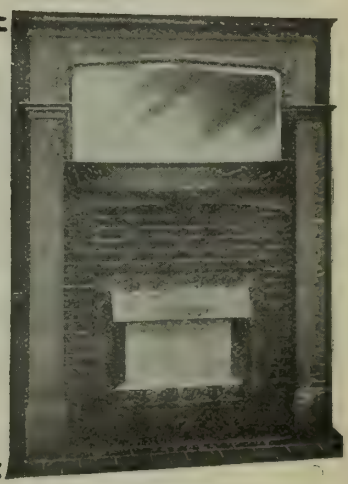
THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST



The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

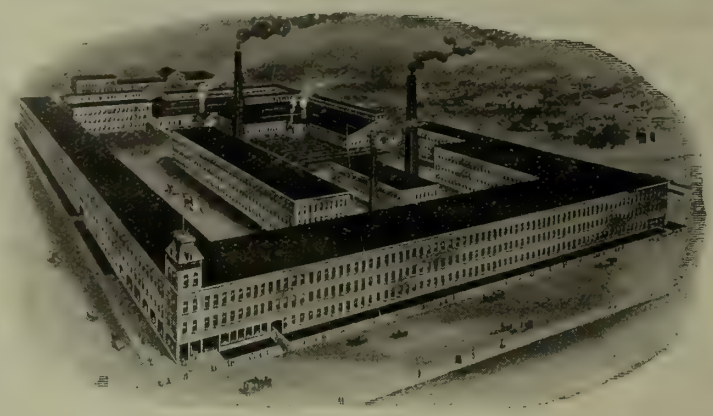
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - - Ontario

TORONTO
and
MONTREAL

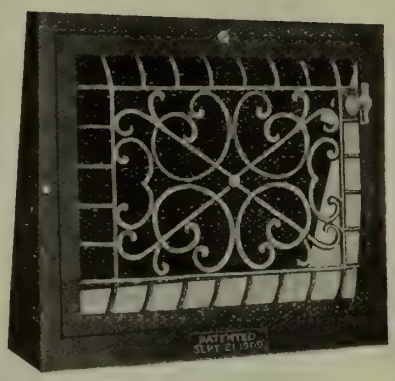


WINNIPEG
and
VANCOUVER

WHERE "JEWELS" ARE MADE

To the Western Trade—We have under construction in Winnipeg a large Modern Warehouse which is nearing completion. We will carry a large and complete stock of Stoves, Furnaces, Scales, Curry Combs and Hardware Specialties. Our travellers are about to start out and we bespeak for them a share of your trade. Our goods have always been popular with the Western Trade and our aim is to make them more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND

MANUFACTURERS OF

"Judge Brand"

ENAMELLED SEAMLESS STEEL SINK BASKETS



No. 122

Enamelled White/White

You are alive to the importance of cleanliness; therefore you cannot afford to pass "JUDGE BRAND" when buying enamelled sink baskets.

They are SEAMLESS and therefore easily kept scrupulously clean, as there are no seams or cavities to hold the dirt.

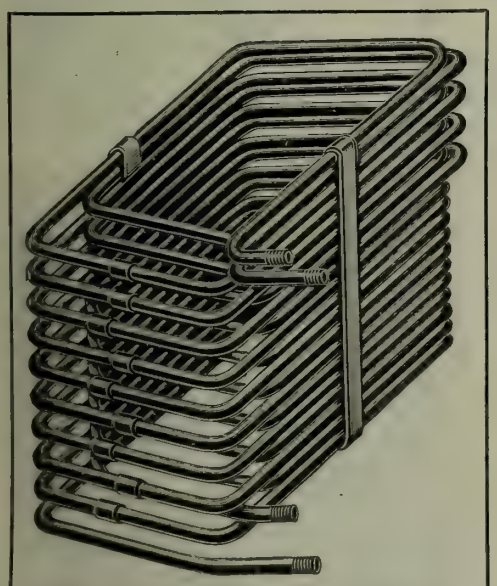
They are absolutely the best and most sanitary sink baskets on the market.

They are beautifully enamelled and the prices are exceedingly low.

"JUDGE BRAND" is a guarantee of first-class quality and finish. Therefore when ordering, specify "JUDGE BRAND."

SOLE CANADIAN REPRESENTATIVE:—**Jas. A. Henderson,** 234 Board of Trade Building, Montreal, where a full range of our samples may be seen. Illustrated, priced catalogues may be obtained on application, with prices and discounts, duty paid and duty unpaid.

SMALL ORDERS CAN BE SHIPPED TO MONTREAL WITH OUR OTHER GOODS



RECTANGULAR BOILER, SHOWING TWO CIRCULATIONS.

High Pressure Heating

Write for our High Pressure List—giving prices and particulars of furnaces, coils, fittings, tools, etc., and everything required for high pressure work.

Estimates Prepared FREE on Receipt of Plans.

Jones & Attwood, Limited Heating Specialists, STOURBRIDGE, ENG.

METALLIC PACKING

Department of Commerce and Labor
STEAMBOAT INSPECTION SERVICE

OFFICE OF LOCAL INSPECTORS
JUNEAU, ALASKA

October 19, 1910.

Magnolia Metal Company.
113-115 Bank Street.
New York City, N.Y.

Gentlemen:

Before entering this Service I was employed by the Puget Sound Tug Boat Co. of Seattle, Wash. as Chief Engineer of their Ocean Tug "TATOOSH", this vessel being equipped with a triple expansion engine 16" 24" & 40" by 28" stroke, with all pieton rods and valve stems packed with the "Metalic Packings." At first we used as "packing metal" a hard fine grained babbitt composition, sold on the Pacific Coast under the name of "Packing Metal" the soft rings being cast, and machined in the shop, then scraped to place by hand when installing. The life of these ring was only about 30 days and gave considerable trouble by leaking most of that time, so that eventually I connected the 1/8" vent pipes to the condenser.

Being short of a set for installation at one time I cast a set on mandril and plaster of paris moulds, using Magnolia Metal, with such good results that I at once fitted all rods in a similar manner, the soft rings not being machined or scraped to place in either application, they ran for four months under my care without trouble, and I have since been informed that they were taken out two years after I left the vessel, worn out.

Frank H. Ewell
U.S.Local Inspector of Boilers, Juneau, Alaska.



The low coefficient of friction and antifrictional and wearing qualities that have made Magnolia Metal the greatest of all Babbitt Metals for lining bearings, makes it equally valuable as a Metallic Packing. If you have not heretofore thought of Magnolia Metal in that connection we trust that you will not fail to do so in future.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

225 St. Ambroise St., Montreal

New York - - - - Chicago

Special Offer

PRACTICAL ENGINEER POCKET BOOK, containing 680 pages, treating on over 2000 Engineering and Mechanical subjects brought up to date. We offer this valuable reference work at the very low price of 40c., postage prepaid. Address Montreal Office

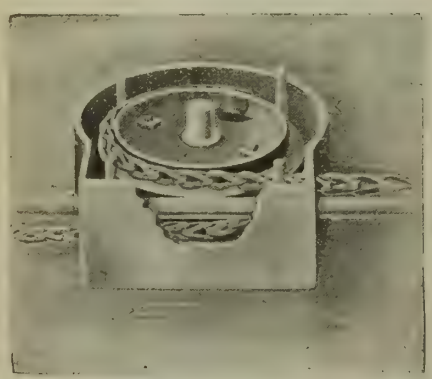


SILENT AND SAFE

The NOISELESS Gearless

Simplest, Lightest and **Easiest Running** Dolley type Washing Machine yet produced. It's had the **"Third Degree"** for several years and carries the **Healthy Sign of Steadily Increasing Sales.**

No useless "Fixings" about it. **Just a simple Mechanical principle worked out to perfection.** A glance at its **patented** mechanism **shows its strength** and **simplicity.** Notice the **absence** of **cogs, springs and finger catchers.**



The tub has all the **exclusive features** peculiar to our products. The visible and invisible parts are equally well made and **every machine is built to sell another.**

Eastern Agents:
W. L. Haldimand & Son
Montreal
Western Agent:
Harry F. Moulden,
Winnipeg



CUMMER-DOWSWELL, Limited, Makers, Hamilton, Ont.

GILBERTSON'S

COMET

GALVANIZED SHEETS

Your guarantee of quality is the "COMET" BRAND on every sheet.

If you have never handled this well-known brand, give it a trial!

Prices are right.

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John St. :: Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . ONTARIO



Makes its own gas.

$6.75

Gives more light than 10 oil lamps or 5 electric lights.

"It midnight into noonday turns, but air instead of money burns."

Auer Light Co.,

MONTREAL.

Established 19 years.

MANY STYLES.

ECONOMICAL. SATISFACTORY.

When writing advertisers kindly mention having seen the advertisement in this paper.

Attention!

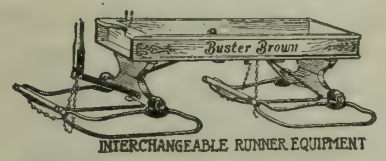
Here's the line of splendid sellers



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

Are you handling the

Buster Brown

Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.

WOODSTOCK, ONT.

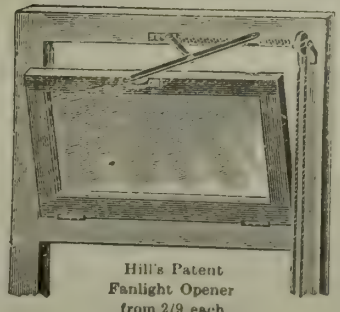
Western Representatives

JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

JAMES HILL & CO., LTD.

Cable: James Hill, London

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts and all kinds of Fittings and Hardware. Castings, etc.

100A QUEEN VICTORIA STREET

LONDON, ENGLAND

THE HOUSE-KEEPER'S FRIEND



The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE

White Mop Wringer Co.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

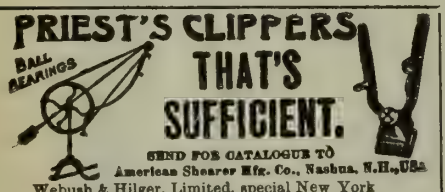
Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

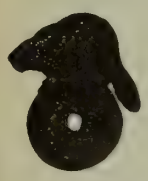
CLIPPERS.

PRIEST'S CLIPPERS



Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

Hardware Specialties

Something new comes every day. Our lat st productions are:—A New Sprayer, a New Ash Pail, New Gas Oven, New Charcoal Stove, and a New Salamander Stove. We make them.

Ask for Catalogue.
THE COLLINS MFG. CO. - TORONTO

IRON AND STEEL.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributingand Storing
M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

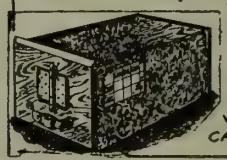
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SKATING RINK SCRAPERS.



HARDWARE MEN
sell the Rink in your town an
ICE SCRAPER
saves time and half the labor.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

SNAPS.

THE ORIGINAL BOLT SNAP

No. 20 TROJAN  All Sizes

Extra wide loop, suitable for double straps. Large, Heavy Hook Recently remodelled.

Covert Mfg. Co., Troy, N.Y., U.S.A.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. **Saves all forging 70% Grinding; 90 % tool steel.** Write for Catalog.

ARMSTRONG BROS. TOOL CO. 106 N. Francisco Ave. **CHICAGO, U. S. A.**



VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works

17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.

Office: 152 McGill Street

MONTREAL

The Mayo-Brown Mfg. Co.

124 McNab St. North, Hamilton, Ontario

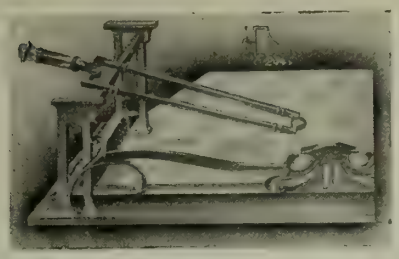
Brass Signs and Stencils, Steel Stamping Tools of every description. Embossed Metal Goods Checks, Corporation, Notary, and Lodge Seals, Steel Stamps of every description, Carriage, Machine and Name Plates.

Agents wanted in each locality.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 52 Canada Life Bldg., Montreal



CHARLES LINDSAY,

Rumford Works, 33 Great Hamilton Street.

GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. WRITE FOR CATALOG.

Canadian Representative---H. L. SOPER,

469 Margueretta Street, - - TORONTO

Look for the Name

MYERS

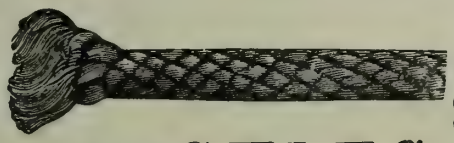
Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.

Winnipeg, Calgary and Branch Houses



HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

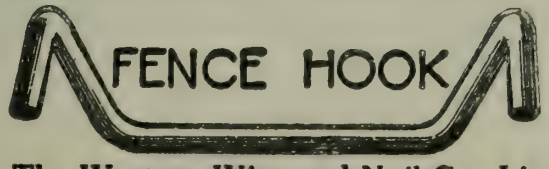
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets of Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Roadway, Near Queen Street - - - TORONTO

Don't Trust to Luck



when buying steam specialties, but make it a point to insist on the very best obtainable, and the kind that are sold with a positive guarantee. We have established a country-wide reputation for

—J.M.T. Valves

—J.M.T. Injectors

—J.M.T. Steam Gauges

The cost to replace poor quality goods after short service is frequently much greater than the original cost of the article itself.

Which Do You Sell?

The James Morrison Brass Mfg. Co., Limited

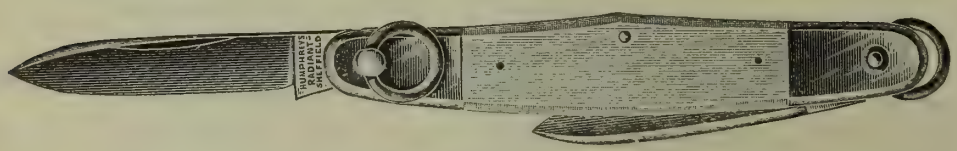
93-97 WEST ADELAIDE STREET, TORONTO

HADDON CUTLERY

The Haddon Brand FIRST QUALITY GUARANTEED



OPEN EASY KNIVES



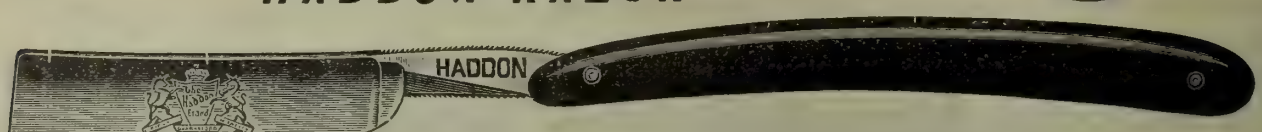
The most easy-opening knife ever invented. Can be opened with the gloved hand. Made in a variety of shapes and materials.



All Haddon Brand Knives are hand made from our famous Haddon Steel. Are warranted to keep a keen cutting edge.

The **HADDON SAFETY RAZOR** is guaranteed first quality and cannot be beaten. Simple in action and easy to clean.

HADDON RAZOR



These Razors never require grinding: ground extra full hollow, will last a lifetime. If any of these specialties are found faulty we will exchange.

The finest Razor ever produced. Made in three sizes of blades ½", 5/8", ¾

ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS.

SOLE MAKERS, W. R. HUMPHREYS & CO., Limited, SHEFFIELD, ENGLAND.

Every dealer who knows the advantage of Trinidad Lake Asphalt knows the advantage of selling

Genasco

The Trinidad-Lake-Asphalt Roofing

This Asphalt is Nature's everlasting waterproofer and weather-resister. It is *natural* asphalt.

The difference between natural asphalt and artificial asphalt used for ordinary roofings is: Artifical asphalts are the residue of other products with oils put in to make them pliable. But the oils are volatile and soon dry out, and the roofing cracks and leaks.

With Trinidad Lake asphalt the oils are put in and kept there by Nature, and they give Genasco the life that lasts and makes it strong to resist rain, snow, sun, wind, heat, cold, fire, alkalis, and acids.

Genasco is roofing you can depend upon. Sell it to your customers, and you can be sure they'll depend on *you*. That means continued patronage, new trade, larger sales, and added profits.

The Kant-Leak Kleet for applying Genasco increases your customers' satisfaction. It makes seams water-tight without cement, and does away with nail-leaks.

Order Genasco of your jobber with the Kant-Leak Kleet packed in the roll.

Write us for samples and full information.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK REG. U.S. PAT. OFF.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

PHILADELPHIA

New York San Francisco Chicago

Mineral or Smooth-surface Genasco Roofings
Cross-section, Genasco Smooth-surface Roofing

Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebe

Where Knowledge is Power 'tis Folly to be Ignorant!

PARTICULARLY when the knowledge can be readily acquired at a very low cost.

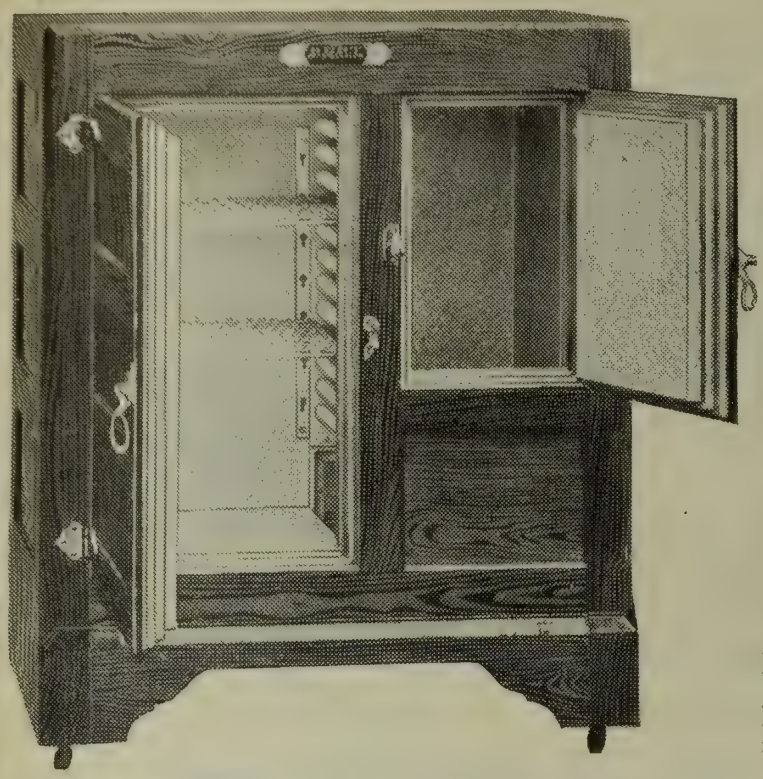
Merchants and Salesmen

will find their efficiency greatly increased by a careful perusal of any of the books listed below. *Write for fuller particulars.*

The Making of a Merchant	$1.25	How to do Business by Letter	1.00
Men Who Sell Things	1 00	Ropp's Commercial Calculator	
Human Nature in Selling Goods	50	Office edition (cloth)	1.00
Management and Salesmanship	50	Pocket edition (leather)	1.00
Sales Plans	2.50	" " (cloth)	50
Practical Publicity	2.15	Vest pocket edition (leather)	50
Retail Advertising Complete	1.00	" " " (cloth)	35
Bookkeeping Self Taught	1.00	Tea Hints to Retailers	2.00
Success in Letter Writing	$ 75	Cost Accounting Pathfinder	1.00
		Coffee, its History	2.00

ANY OF ABOVE BOOKS SENT POSTPAID ON RECEIPT OF PRICE

THE MACLEAN PUBLISHING CO., Limited, Technical Book Department 143-149 University Avenue, TORONTO



This is the Refrigerator you ought to push—

The

"BARNET"

You ought to push it simply because it is the best refrigerator made—the one refrigerator that can give your customers perfect satisfaction from the day they buy it.

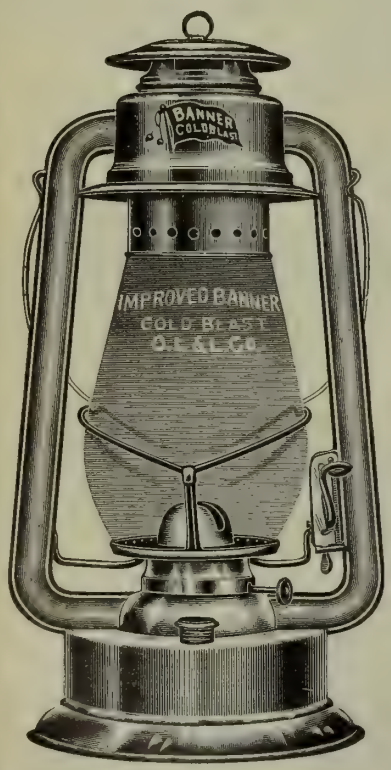
The **Barnet** is solidly built, on the Syphon System, with a lining of baked white enamel that can be kept beautifully clean and sanitary by an occasional wipe with a damp cloth.

But its main feature is the perfect circulation of dry, cold air made possible by its construction. And it is the easiest on ice of any refrigerator made.

Write us about the marvellous four-day test of a **Barnet Refrigerator** made by Dr. Bruce Smith, Ontario's Inspector of Hospitals. His report will help you make sales—and that's what you are in business for.

The Barnet Manufacturing Co., Ltd.

Renfrew, Ontario



"BANNER" Cold Blast Lantern

BANNER TRADE MARK.

Burns 15 hours longer than any other C.B. Lantern, note extended well, double seamed, cannot leak!

Solid Brass Burner. No Corrosion!

Supplied with Wicks!

All points appreciated by your customers.

Have You Seen Our No. 02 C. B. Lantern?

Sold by all jobbers.

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

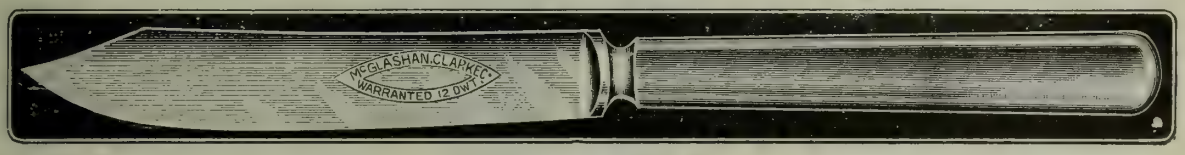
WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

A RAPID AND PROFITABLE SELLER



IS THE ABOVE

HANDSOME FRUIT KNIFE

It is made in 3 grades—12, 6 and 2 dwt.—and is put up in elegant, white satin-lined boxes. Have you a copy of our catalogue?

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS: J. MACKAY ROSE, 83 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Porage Avenue, Winnipeg, Man.



Maxwell's Latest is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

"MONARCH" WIRE FENCE

If you have a call for a cheap bush or portable fence we can supply a "Monarch" perfectly adapted to this need.

The "Monarch" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs Every wire is No. 9 hard steel, and well galvanized.

The "Monarch" has the best Ring Lock in Canada, and cannot slip nor come loose.

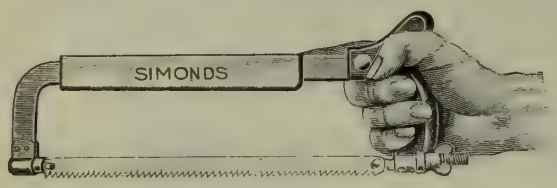
It will sell itself if you have it where your customers can see it.

Write us for Catalog and Prices

The Owen Sound Wire Fence Co.

Limited

OWEN SOUND, - - - ONTARIO



Simonds Straight Cut Hack Saw Frame

This frame is so entirely different from and so superior to all other Hack Saw Frames that if you sell it you will have something exclusive. It is a great favorite with Machinists wherever introduced. Dealers handling Simonds Hack Saw Blades have the privilege of ordering the Straight Cut Frame for stock. Simonds Hack Saw Blades can be obtained on very short notice from any of our offices. We want to quote you on the quantity you sell in a year.

Simonds Canada Saw Co.

LIMITED

Montreal, Que. St. John, N.B. Vancouver, B.C.



Quality Did It

Back in 1864 the Nicholson File Co. started making files with an output of 100 dozen a day to supply a local market. At the present time the files made by the Nicholson File Company sell at the rate of 16,000 dozen a day, and the market is the whole civilized world.

These are the well-known brands made by the Nicholson File Co. in Canada :

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McLellan"
"H & F"
"J. B. Smith"



All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment. And we use different grades of steel for difierent kinds of files. As a result, Nicholson-Made Files are the fastest cutting tools of their kind in the world.

Your jobber can supply you.

NICHOLSON FILE CO.

(Dominion Works)

PORT HOPE, - - ONT.

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue. Write.

THE R. McDOUGALL CO., Limited

GALT, CANADA

Your Opportunity!

Take Advantage Of It!

THE MACLEAN PUBLISHING COMPANY are continually offering their local representatives better and more substantial opportunities.

Have you ever stopped to consider these? They offer:

1. An excellent training in Salesmanship.
2. To live men, one dollar per hour for every hour of their spare time.
3. Promotion to the regular circulation staff of the MacLean Publishing Company.

The MacLean circulation organization is the largest organization of its kind in Canada. It is composed of the highest priced circulation men in Canada—the best salesmen of the country, many of whom got their first training while acting as local representatives.

Persons acting in this capacity come in contact with the best men in Canada. A greater experience could not be wished for.

If you want to be a 100 point salesman, if you want to train so as to be qualified for bigger positions later, write us to-day!

MacLean Publishing Co., Ltd.

143-149 University Ave. - Toronto

Bell Brand Horseshoes

TRADE  **MARK**

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

PERFECTION AT LAST

The simplest end most efficient gasoline lamp in the world constructed upon new and scientific principles. A lamp that we guarantee and that guarantees itself through its very simplicity, ease af operation and utility. Absolutely nothing that can wear out or get out of order that cannot be removed and replaced without the use of tools, other than Nature has given, IN FIVE SECONDS.



A glance at the illustration will convince the most skeptical that we have at last solved the problem of a perfect

GASOLINE LAMP

Those who are using hollow wire gasoline lighting systems know to a certainty that the only place they ever have trouble is in the lamps. The tank, pump and wire tubing will last a lifetime.

There is only one wearing part—the generator. A simple twist of the wrist removes it and replaces it with a new one. An extra generator given with each lamp.

McLAREN & CO.
MERRICKVILLE, - ONTARIO

"ATLAS" Chain Blocks



The Atlas is the Fastest, Strongest and most Durable

Worm-Gear Chain Block on the market. It is made of steel and wrought iron and has proved its lasting qualities in thousands of the world's leading machine shops. In shops and warehouses where quick handling of pieces is an important factor of the day's work Atlas Blocks will pay for themselves in a shorter time than any other block.

Always in stock.

Send for Catalog

SCHUCHARDT & SCHUTTE
307 Coristine Building, MONTREAL

THE IDEAL ROOFING

For every purpose, whether looked at from the point of view of efficiency, durability or economy

"MALTHITE" Asphalt Roofing

is the best for you to stock and handle! It is made from ths very best quality of wool felt densely saturated. waterproofed and coated with genuine natural asphalt. Absolutely guaranteed according to thickness for 5, 7 and 10 years.

COSTS LESS BY 25% THAN ANY OTHER ROOFING!

We help the dealer all we can with our artistic selling cards and a generous supply of **FREE** samples! Get details and prices.

Dominion Roofing Company of Canada, Limited

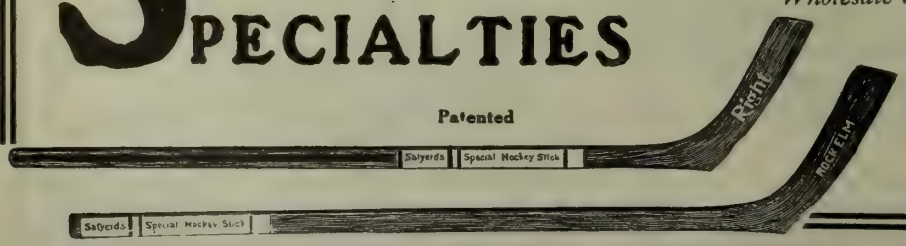
31-33 Front Street East - Toronto

SELL SALYERDS' SPECIALTIES

We make a line to suit every player!

Second growth rock elm alone used!

Wholesale and Jobbing Trade only Supplied.



Patented

E. B. Salyerds,

PRESTON :: ONTARIO

NAILPULLER INSURANCE

This Metal Bound Tag on each

New Jumbo Nailpuller

means
SATISFACTION to the User.
PROTECTION for the Dealer.
MORE SALES for the Jobber.

Get our complete Catalogue of
HARDWARE SPECIALTIES

The BRIDGEPORT HARDWARE Mfg. Corp.
Bridgeport, Conn., U.S.A.

THIS TOOL IS RIGIDLY TESTED & INSPECTED

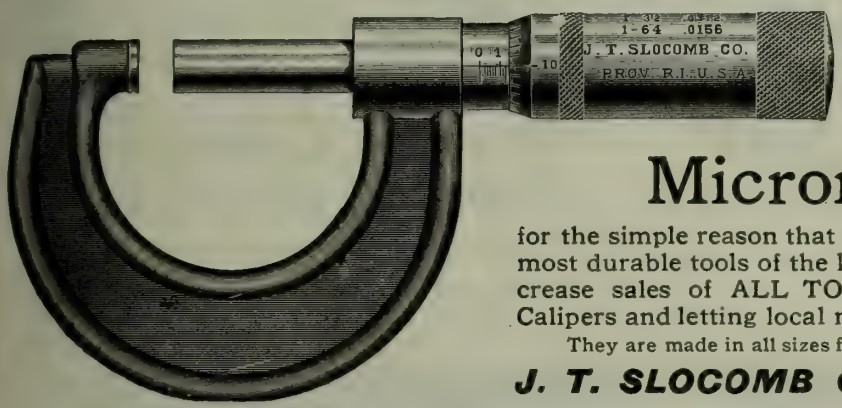
GUARANTEE

Should this puller fail to give good service on account of any defect either in workmanship or material, the dealer who sells it is authorized to replace it with a new tool FREE OF CHARGE.

The Bridgeport Hdw. Mfg. Corp.
BRIDGEPORT, CONN.
U. S. A.







Good Machinists Prefer Slocomb Micrometer Calipers

for the simple reason that they are absolutely accurate and are the most durable tools of the kind made in the world. Dealers can increase sales of ALL TOOLS by putting in a stock of Slocomb Calipers and letting local machinists know about it.

They are made in all sizes from 0 to 24 inch and from 0 to 600 m. m. metric.

J. T. SLOCOMB CO., Providence, R.I., U.S.A.

CANADIAN AGENTS—Wood, Vallance Co., Hamilton and Toronto, Ont.; Aikenhead Hardware Co., Toronto; Foss and Fuller, Montreal.

Your customers want to know where to buy

WONDER-SHINE

Every day we receive enquiries about **WONDER-SHINE**—"Where can it be purchased? Who sells it in this town?"

Some of these enquiries are from your neighborhood.

Our advertising has interested these people.

They want to buy this new silver cleaner.

Mr. Dealer—We can only point out a small percentage of the trade you are losing each day by not displaying this new specialty prominently.

Hundreds of people read the advertisements and would buy if suggested by their dealer, but will not take the trouble to write.

Do not let your competitor reap all the **WONDER-SHINE** profits—50% clear on every package.

Keep a display carton *always* in your window and one *always* on your counter.



Suggest to your customers this new method of keeping the silver bright and beautiful.

A pleased customer will tell her neighbor—you reap the benefits.

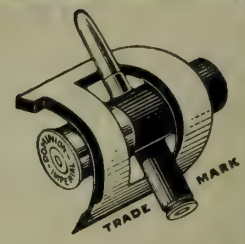
If you haven't **WONDER-SHINE** in stock, ask your jobber for it or send for three dozen trial order. Write to-day.

Household Convenience Co., Ltd., Toronto, Ontario

Agents for Quebec and Maritime Provinces:
Smith Hardware Co., 212 Lemoine St., Montreal
Agenes for Manitoba and Saskatchewan:
Daw & Wyssman Co. 67 Merchants Bank Bldg., Winnipeg
Agents for Alberta and British Columbia: Donnelly, Watson & Brown, Limited, Calgary, Alta.

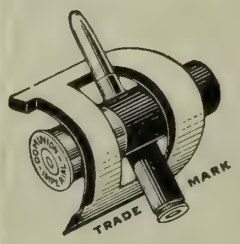
c95

Eventually you will Stock ONE Line



Dominion
IMPROVED & PROVED
Ammunition

Why not this season?



Dominion Cartridge Company, Limited
Ammunition Manufacturers
Montreal :: Canada

Maple Leaf Sap Spouts

WILL SOON BE IN DEMAND NOW

HOW IS YOUR STOCK?

Steel  **Japanned**

Prices on Application

The Sheet Metal Products Company
OF CANADA SUCCESSORS TO LIMITED
Kemp Manufacturing Company
Montreal TORONTO Winnipeg

Proposed Tariff Changes and the Hardware Trade

It is Generally Agreed That Reciprocity as Laid Down in Terms of Proposed Agreement Would Have Little Effect on the Trade—Mica Factories May be Closed in This Country—The Effect on the Sheet Industry.

The proposed reciprocal arrangement with the United States on tariff matters includes a number of changes in hardware lines. A variety of articles would be put on the free list, and on others the tariff would be reduced, but in no case would a large reduction be made. Consequently, hardwaremen are not inclined to view the proposed changes as material or likely to affect trade conditions.

A number of interviews were secured by Hardware and Metal with manufacturers and jobbers, and in practically every case, the view was taken that, viewed solely from the standpoint of the hardware trade, the proposals contained nothing calculated to either benefit or hurt business in Canada to any considerable extent. On the broader question, that of the effect of the change on the trade and industry of Canada as a whole, divergent opinions were expressed. Some hailed the idea of reciprocity as the forerunner of industrial expansion; others saw reasons to fear loss in some lines.

The Proposed Changes.

The terms of the proposed agreement include the following reductions:

Mica, unmanufactured and rough trimmed, ground or bolted; Canadian reduction, 17½ p.c., American, 20 p.c.

Barbed wire fencing, of iron or steel, American duty of ¾c per lb. cut off.

Cream separators, American duty of 3-10c per lb. cut off.

Rolled round iron rods, American duty of 3-10c per lb. cut off.

Rolled iron or steel sheets or plates, Canadian reduction, 5 p.c., American reduction, ½ to 1 2-10 per lb.

Crucible cast steel wire, Canadian reduction, ½ to 1 2-10c per lb.
less than 35 p.c.

Galvanized iron or steel wire, Canadian reduction 5 p.c., American reduction not less than 35 p.c.

Cutlery, plated or not, viz: penknives, pocket knives, knives for household or other purposes, and tablesteels, Canadian reduction, 2½ p.c., American reduction, 17½ to 62½ p.c.

Bells and gongs, brass corners and rules for printers, Canadian reduction, 2 ½p.c., American reduction, 17½ p.c.

Grindstones, of sandstone, not mounted, Canadian reduction, 50c per ton, American reduction, 75c per ton.

Plate glass, not bevelled, Canadian reduction, 2½ p.c., American reduction, 45.26 p.c.

Manufacturers of asbestos, Canadian reduction, 2½ p.c., American reduction, 2½ p.c. to 17½ p.c.

Flaxseed and linseed, put on free list, Canadian reduction 10c, American reduction, 25c.

Mica Firms to Close?

It is deemed highly probable that the changes would have a detrimental effect on the mica factories. A despatch from Ottawa, under the date of Jan. 28, reads:

"Three local mica factories will likely be closed as a result of placing of mica on the free list between the United States and Canada. One is controlled by the Westinghouse people, and another by the General Electric Company, while a third is run by private American capital. The branches will likely be closed, say the mica men, as it will not pay to maintain the branch factories when the reciprocity agreement comes into force. This will throw about three hundred people out of employment."

The above is quite obviously a rumor arising out of the first feeling of alarm inevitably caused by tariff change announcements. Whether the effect on the mica industry would be so serious is a matter for the future to decide.

Will Have No Effect.

The reduction on asbestos goods is so small that it wil not have any appreciable effect. The H. W. John Manville Co. have planned to begin the manufacture of their complete line of goods in Canada within the course of the next year, and the proposed change would not affect their plans, as the reduction is so small. Had it been larger, it is not impossible that the extension in Canada would not have been carried out.

A Serious Departure.

W. S. Leslie, of A. C. Leslie & Co., Montreal, had the following to say with reference to sheet iron and steel:

"We will not venture an opinion as to the effect of the proposed reciprocity treaty as a whole, but as representing large British interests we look upon the proposal to place American sheet iron and steel on the free list as a serious departure from the principle of the British Preference. As it is, the preference of 5 per cent. on these goods barely overcomes the extra cost of cases and insurance on British sheets, to say nothing of the extra freight to all inland points as compared with American rates, so that with both on the free list there is a substantial advantage to the Americans. The Canadian merchants will suffer on account of the new inducement for American manufacturers and dealers to compete for the consumers' trade in Canada, and the actual advantage to the consumer is very doubtful."

Abrogate "Dumping Clause?"

"The proposed changes should prove beneficial to the country as a whole," said Peleg Howland, of H. S. Howland, Sons & Co., Toronto. "The effect on the hardware trade would be almost too small to estimate as the tariff reductions in every case on hardware lines are inconsiderable."

Mr. Howland expressed the opinion that one clause of the letter addressed to Washington by Hon. W. S. Fielding and Hon. Wm. Patterson, in which the terms of the proposed agreement were laid out, seemed to point to the abrogation of the "dumping clauses" on some lines at least. If such proved to be the case, the hardware trade would be affected to the extent that it would be possible to buy certain goods at a lower figure.

Some Western Opinions.

Hyman Miller, of the Miller-Morse Co., stated that he feared the free admission of wheat would have a disturbing effect upon Canadian transportation companies. In his opinion, it would have a tendency to drive wheat from the western provinces via the Soo line and other feeders into the United States and therefore act to the disadvantage of Canadian railway companies. So far as the other items were concerned, he had not had time to consider them fully.

T. A. Anderson, of Merrick Anderson and company, said that there appeared at a first glance to be very few articles in the list which his firm dealt in, and he did not think the changes amounted to very much either way, but until he had studied the proposals more fully he would not express any views on the general proposals.

Harry Annis, manager of the Marshall Wells Co., believed that there would be little effect, as most of the hardware lines concerned were not at present largely imported from the United States but came principally from England or Germany. The making of tariffs was an expert's business, in his opinion. Everyone of the articles in the business had a history. Also, as he understooh it, the proposals had to be submitted to Congress, and past experiences in this direction had not been fortunate.

Don't make it a practice to smile only when customers come in; smile also when they leave.

The clerk who stands around and finds nothing to do may soon be looking for a place to stand.

The Hardwareman's Winter Advertising

Frequent Changes in Copy, Becoming the Rule—Two Typical Hardware Ads. Analysed—One Good and One Bad—Improvements Suggested.

In perusing the country newspapers of the past two or three weeks, it is noticeable that many hardware dealers are making an effort to change their advertising regularly, and keep it up-to-date. This, in itself, is a good sign—a sign that the trade are becoming alive to the possibilities of printers' ink.

Two recent advertisements have been selected for review in this week's issue of Hardware and Metal. One of these is both timely and well written. The two main ideas of the other ad. are good but they are not carried out in such a way as to create a desire to buy, in the mind of any reader.

The Rummage Sale Ad.

There is something enticing for the bargain-hunter, in the mere sound of the words "Rummage Sale," as brought out so prominently in Ad. No. 1. It stirs the sporting blood of people who have money to spend, and it fairly challenges them to come and see if there is not something going at a reduced price, which they can use in their household.

The subject is presented logically. In simple and direct language, the reason for the Rummage Sale is given. Everyone can understand why the Whitten Co. should wish to clean out the odds and ends which their stocktaking has disclosed. Therefore, the readers of the advertisement have every reason to expect that the bargains mentioned, are genuine ones.

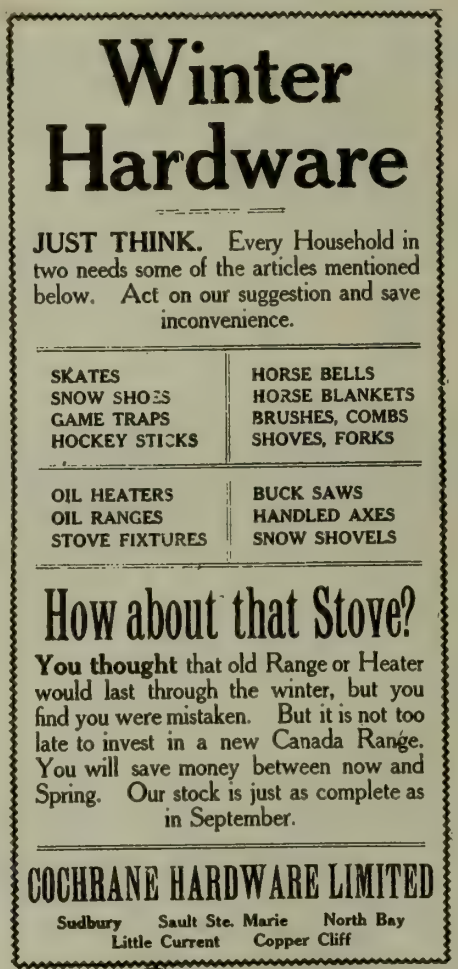
This filling the window with goods which are to be included in the rummage sale, and adding constantly to the display as different lines come to light, is a good idea. It helps to focus the attention of readers on the advertiser's window, so that there is co-operation between the newspaper advertising and the window displays.



Ad. No. 1.

A Poor Sample.

Advertisement No. 2, is not likely to pull much business. The writer probably had a couple of good ideas in mind when he set down to draw up the ad., but there is nothing in the wording of the ad. to show what the ideas are.



Ad. No. 2.

The words "act on our suggestion" are used, but what is the suggestion anyway? The ad reader cannot be expected to act upon a suggestion which isn't even expressed, even though it promises to save him inconvenience.

The same mistake is made in developing the stove-selling idea. It is all right to tell readers that they will save money between now and spring, but what if they want to know how they will save that money? Instead of saying that it is not too late to invest in a new range, would it not be wise to suggest that this is a very opportune time indeed to invest—when prices are low and stocks are complete?

Analyse Ads. When Written.

The ad. as it stands, has none of the ear marks of salesmanship on paper—and that is what all good advertising should be. It would have been a good idea for the writer, after completing the ad., to have looked it over and asked himself a few such questions as these:

Have I put up a sound business proposition?

What arguments have I advanced, in favor of buying at our store?

Is the ad. attractive enough to command attention, and convincing enough to hold it?

If I, myself, were thinking of buying any of these goods, would this ad. be likely to secure my order?

A Suggested Improvement.

We have re-written this copy, in Ad. No. 3. While adhering to the original ideas, we think that it should bring better results than Ad No. 2. It does not leave the reader to take so much for granted, and this, in itself, is an improvement. A still further improvement could be effected, however, by introducing one or two cuts, and quoting prices.

A building permit has been issued to W. H. Creed for the construction of an apartment house on Cote des Niges road, Montreal, to cost $90,000.



Ad. No. 3.

Electric Signs Coming Generally into Use

Canadian Hardwaremen are Devising Unique Methods of Advertising by Illumination—Description of an Effective Hardware Sign.

It is not an evidence of superstition to believe in signs nowadays—that is, if the signs are of the advertising variety. A sign in front of a store is one of the devices adopted by progressive business men to draw trade. The electric sign is rapidly becoming a feature of every down town section; every city or town, no matter how small it may be, has its "great white way." Flashing lights of all colors draw attention to certain stores or blazen forth the merits of some preparation or article.



It has become recognized that a store window should be lighted during the early hours of the evening, particularly during holiday periods when the streets are crowded at night. Hardwaremen are taking this idea up more readily than in the past and are finding that illumination is a paying device. The electric sign idea is also gaining ground and many hardware stores have signs out which are lighted up at certain intervals. The idea is being taken up in novel forms, as witness the following from the New Brunswick correspondent of Hardware and Metal:

A Lighted Post.

St. John, N.B., Jan. 25.—T. McAvity & Sons, wholesale and retail hardware dealers are asking permission of the city council to place an ornamental five light electric lighting post at the edge of the curb in front of their store on King Street. It is proposed to erect a metal post with five branches at the top and it is thought that it will prove very attractive. At the present time the street lights are all on large wooden poles and the plan suggested by Messrs. McAvity would be a distinct novelty. Such a lighting scheme would be a good advertisement for the firm and would make their store front much more attractive than at present.

The accompanying illustration is of a typical and very effective hardware sign in front of the new store of the Star Hardware Co., Toledo, Ohio. This sign is of metal construction, 45 feet high, and is decorated with silver leaf and enamel. The letters S-T-A-R are 24 inches in size and the letters on the saw are proportionately large.

This sign is provided with a six-circuit flasher motor with the necessary time switches to operate it. There are 1,012 lights in all and the order of illumination is as follows: First the word S-T-A-R appear at the top of the sign, then the star is outlined first with white lights, then follows a star outlined of yellow lights, then the centre of the star appears in ruby lights, next the outline of the saw is flashed and last the words H-A-R-D-W-A-R-E C-O-M-P-A-N-Y appear.

The cost of operation is about $35 a month.

Was Forced into the Hardware Business

How One Dealer, to Keep his Store Alive, was Compelled to Take on a Side Line of Hardware—Now, it is the Backbone of His Business—The Farm Trade Has Made Him Prosperous.

In an Ontario lake-front town, there is a hardwareman whose fortune, five years ago, was $450 in cash, and a small harness shop. To-day, he is the owner of his building, carries a hardware stock, all paid for, of from $5,000 to $6,000, and is a prominent Alderman in his town.

"If I hadn't gone into the hardware business," he says, "my trade would have gradually slipped from me. I had a good reputation as a harness maker, and knew most of the good farmers in the district. But they began to develop the habit of buying their horse blankets and harness accessories, in the hardware stores. One call was sufficient for their purchases, and, in spite of their friendship for me, their visits were growing few and far between."

"This situation was one which couldn't last, and I knew it. I gave a lot of hard thought to the question and finally I decided that, in order to hold my trade, I would have to put in a line of hardware."

"In looking around, I learned that one of the smaller hardware dealers in the town desired to sell out, and the result was that I purchased his stock, and moved my harness shop into his store.

"As I said, the hardware stock was small, but it was well selected, and I soon found that my farm trade was beginning to come back to me. I began to prosper, and, from time to time, I found it necessary to enlarge my stock of hardware, until, now, my original harness business is the side line. They work in so well together, that I wouldn't think of running one without the other."

"My big trade is with the farmers, so that I am able to sell several specialty lines from catalogue. In this way, cream separators have grown to be an important branch of my business. I am selling more every year. I also sell a good many carriages, although I do not carry any stock. The principal manufacturers are issuing such splendid catalogues now-a-days, that, to show your customer a catalogue is next best to taking him through a large warehouse filled with samples."

"I carry a stock of roofing, which I find is a good line, especially for a business like mine, depending largely upon the farm trade. I sell everything akin to hardware, and, when I find that one of my customers is thinking of buying any particular specialty, I lose no time in getting in touch with the manufacturers and trying to make the sale."

"I was recently elected an alderman in the town council, and I polled a surprisingly large vote, considering that I did not canvass."

"I am generally down at the store by seven o'clock in the morning and I pay close attention to my business. That is one secret of my success, but I date my prosperity and influence in the town, from the day that I felt myself compelled to take up the hardware line."

REGARDED AS A NECESSITY.

Adanac, Sask., Jan. 17, 1911.

MacLean Publishing Co.,
Winnipeg.

Gentlemen,

Enclosed find Postal Note for $2 in payment of 1911 subscription to your valuable paper "Hardware and Metal," which we regard as a necessity.

Moorlend & Son.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - - - 511 Union Bank Building. Phone 3726
Vancouver, B.C. - - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

THE TARIFF AND THE HARDWAREMAN.

Reciprocity, on the proposed terms, would not appreciably affect the hardware trade. Although a number of hardware lines have been placed on the free list and reductions have been made in others, the suggested changes are not large enough to alter trade conditions in this country. Prevailing opinion among hardwaremen seems to incline to the view that the change, so far as the trade is concerned, might possibly prove beneficial to some extent in a few lines; and that, at any rate, no detrimental effect is to be anticipated. All unite in declaring, however, that business will proceed along pretty much the same, whether the proposals are ratified or rejected.

In one branch only, is serious trouble apprehended. If mica were placed on the free list, the mica industry might suffer to some extent. It has already been stated that three factories would be forced to close down but it is not possible to place absolute credence in rumors which arise out of the first feeling of alarm attendant on the announcement of tariff changes. It is generally found that less hurried consideration subsequently leads to a more hopeful view of the situation.

Many of the reductions are on articles which are not imported from the United States now to any extent; and in such cases, the proposed change would not be of sufficient size to encourage larger importation. Altogether, members of the hardware trade are not likely to find their personal interests either enhanced or jeopardized and, from the standpoint exclusively of the trade, it will not particularly matter whether or not the proposals carry.

WISDOM OF MARKING PRICES.

In one of the best hardware stores in the Georgian Bay district, two rules are strictly enforced. One is that the entire assortment carried shall be as plainly in view as possible, with every article price-marked. The other is, that people dropping into the store shall not be solicited to buy, until they show themselves to be interested in some of the goods displayed. Then of course, the clerk's best salesmanship is brought to bear upon them, and an effort is made, not only to sell them the goods in which they have become interested but other articles as well.

The principle adopted in this establishment is that customers are always welcome to the store as guests of the firm. They may drop in to rest or to meet their friends, and everything is done to make them feel comfortable and under no obligations.

The store is spacious in size, well lighted, and the stock is kept neat and clean, so that the visitors naturally commence looking around, while resting. The price is plainly marked, on everything, and there is no necessity for the customers to ask questions unless they wish.

As they roam about the store, they are almost sure to see something which they have been needing for a long time, but have not bought because they had an idea that the price would be too high for them. On consulting the price ticket, they are surprised to know that the cost is really trifling. A clerk is called over, and the chances are that, before the customer leaves the store, he will buy a nice bill of goods.

The importance of marking prices, cannot be overestimated. It improves the opportunity of selling everyone who comes into the store. A customer who comes in to buy a twenty-five cent article, may also see something at a dollar, which strikes his fancy. Even if he does not buy it immediately, it will leave an impression on his mind, and he will probably come in later for it.

THE QUESTION OF "CONCENTRATION."

The hardware store is compared, by a contemporary, to "a junction whence lines of communication extend right and left, with all the controlling levers in one signal box." The comparison is not inapt, as the hardware business undoubtedly includes in its scope a great variety of 'ines. It caters to the home, with its complete line of domestic necessities; it enters the workshop with tools and supplies of all kinds for the craftsman; it carries a still larger variety of goods for the use of the farmer. Hardware stock is needed for practically every operation that man undertakes.

As a natural result, the energies of the hardwareman, being spread over such a wide sphere of activity, too frequently lack concentration. To devote special attention, to concentrate the energies on one line, might mean neglect of the other departments. On the other hand, to concentrate on all lines at the same time would mean enough work for several heads and many pairs of hands. It remains then for the dealer to figure out how best he can distribute his attention and energy so that all lines will be kept moving but none receive an undue share at the expense of others.

The best plan is to carefully study out conditions of trade and feature seasonable lines. In the spring pay particular attention to the paint department, wire fencing, dairy supplies, etc.; in the fall, stoves; in December, holiday lines. In other words, concentrate on each line at the time when the demand for that line is likely to be most active. At the same time, it is unwise to let any goods get completely out of sight at any time of the year. The dealer should concentrate to a certain extent on all goods at all times.

TAKE AN INTEREST IN THE TOWN.

It is a bad thing for any town when the business men of the place insist upon side-stepping municipal politics, as so many of them do. Those who are carrying on business establishments of their own, are the very ones who should lend their services in managing the town's affairs, for they are qualified better than any of the other citizens, to know where expenditures are useless, and where they can be made to the town's advantage.

Business men are naturally interested in seeing their town go ahead. Their own prosperity depends upon that of the town, consequently they will always be found supporting measures which stand for progress. On the other

hand, owing to the taxes which they have to pay, they will be cautious about saddling the town with heavy expenses in order to gain a superficial prosperity.

Hardwaremen, in particular, should be prominent in boards of trade and town councils, for their very business depends, to a large extent upon the town's going ahead. The dealer does not wish to see his turnover practically at a standstill year after year, while his expenses are probably increasing. Yet, there are many towns where the amount of hardware business obtainable is practically a fixed quantity.

Canada is bound to prosper for many years to come, and every part of the country should share in that prosperity. How many towns there are, where the addition of a single growing industry would start every retail merchant in the place on the way to a larger business.

Let every hardwareman join the forces of progress in his town, and cheerfully lend his assistance wherever it is most needed.

DON'T SLIGHT SMALL GOODS.

The Canadian manager of a firm making low-priced watches, took a trip to Winnipeg, a few months ago, to introduce his goods among the jobbers of that city. He succeeded in securing opening orders from three prominent wholesale houses—one selling dry goods, one jewelery, and the other, hardware.

All bought the same quantity (2500 watches), to begin with. The dry goods house just managed to dispose of their purchase. The jewelery firm sold an additional 2500. But the hardware jobbers not only sold their allotment, but were compelled to get in a total of 18,000 watches since that time.

This incident illustrates the possibilities of such lines as dollar watches and alarm clocks. It shows that people are beginning to look upon the hardware store as the logical place to go, for goods of this kind. It should serve to open the eyes of dealers who have, in the past, believed that there was nothing for them in small goods of this description.

No hardwareman can afford to slight a line which offers the possibilities of a large turnover, with a fair margin of profit. By studying the current magazines and newspaper advertising, he will be able to keep in touch with lines of this nature which have caught, or are likely to catch, the public imagination. The next step will be to provide the people of his own locality, with the opportunity of buying them.

TECHNICAL EDUCATION.

Interest in technical education has become much more pronounced in Canada since the appointment of a commission to investigate fully into the subject. It is now recognized that instruction should be given in the theory and practice of every trade. A man can gain in the workshop a good insight into his work and become thoroughly capable without any other training but if, before leaving school he learns something of the theoretical side and acquires handiness with the tools, he is bound to become a better and more skilled workman. Likewise, the man who attends night school and takes up such branches of work as mathematics and mechanical drawing, will soon make himself more useful than his fellow workman, who learns only from his every day experience in the shop. There is a limit to the advancement of the latter; but there is nothing too high for the other to reach in time.

The need for technical instruction is felt in the tinsmithing trade. Of all trades, tinsmithing requires perhaps the most complete knowledge of theory; to be a good tinsmith, a man has to be a mathematician and to have no small knowledge of mechanical drawing. While sufficient insight into these subjects can gradually be acquired by actual experience to enable the tinsmith to get along, technical classes would undoubtedly help members of the trade to broaden their knowledge and materially add to their chances of advancement.

That members of the trade are interested in the subject is shown by letters received by Hardware and Metal, urging that something be done to hasten the day when classes will be held in all parts of the Dominion.

THE PRICE OF PREPARED PAINTS.

On another page of this issue, a series of interviews will be found, bearing on the question of the probable spring price of prepared paints. It is learned that many hardware dealers, in the expectation of lower prices, are holding off entirely, or ordering in very small quantities. If the probability of a decline in paint prices were strong, this attitude would be quite understandable; on the other hand, if the prospect of a decline be remote, delay in ordering may cause dealers a serious loss of trade. In view of the importance of the problem, dealers would do well to read the opinion of prominent paint men given in this issue. The unanimity with which the paint manufacturers scout the idea of lower prices may not brand as impossible all suggestion of a decline but at the same time it shows there are good reasons to look for steady continuation of present quotations..

Even if linseed oil drops in price, it does not necessarily follow that paint will follow suit. The cost of raw material has advanced considerably since the last increase in the price of paint and manufacturers are now working on a lower margin of profit. Further, manufacturers, in the face of a decline in the price of ingredients, might hold up paint prices until they had worked off their supply of oil bought at the higher price.

POINTED EDITORIALS.

It sometimes takes as much salesmanship to sell a pocket knife as it does to sell a stove or refrigerator. The clerk's best efforts should be put forth in every sale he makes.

Some hardwaremen believe in signs and their belief is not due to superstition but is founded on keen business perception; for a sign, if an electric one, is a great business getter.

The advice of the poet, "Come, shape your plans," applies at this time of year to the retail dealer. The merchant should prepare zealously for the business of the year that is ahead.

Answers to the first question propounded in Hardware and Metal, "What would you say?" contest, are pouring in. It is quite evident that the clerk is deeply interested in all salesmanship problems.

In nearly every business transaction, there is a moment when the proper argument, advanced in the proper way, will close the order. Cultivate the knack of scoring these clinchers by taking part in Hardware and Metal's Clerks' Contest.

Conditions, in some respects, have not altered much in the last half century or so. The statements of Joshua Bounderby in Dickens' "Hard Times," with reference to industrial conditions then, reflect with a singular degree of accuracy certain phases of present day affairs.

Paper on Bargain Counters in a Hardware Store

C. C. Falconer Discusses the Question Before the Winnipeg Retail Hardware Association—Bargain Counters a Revelation in His Store—Profitable Goods Which Sell Themselves and Advertise the Store—Instill New Energy and Enthusiasm into the Establishment.

The Retail Hardware Merchants of Winnipeg have banded themselves together into an association which meets periodically to discuss matters of interest to the hardware trade. In order to secure a good attendance of members, and to ensure that the meetings would be really valuable to the trade, a resolution was passed some little time ago, that, each meeting night, some member should read a paper on some subject in which he himself had had experience.

The first meeting under this resolution was held recently, and a splendid paper on "Bargain Counters" was read by C. C. Falconer, who has tried the idea with great success in his store at the corner of Selkirk and Andrews streets. It is with Mr. Falconer's permission that we reproduce his paper.

This Subject Deserves Thought.

I selected for this little talk to-night, a subject which is deserving of much more thought than the average hardware man feels justified in giving that department of his business to-day, viz.: "The Bargain Counters," or the 5c, 10c and 15c department.

Am I not right in saying that we as hardwaremen have long felt that nothing so small and cheap as 5c and 10c articles should gain any prominence on the floors of our stores, and in this way have shut our eyes to this ever increasing field of modern merchandizing and do not either fully recognize or thoroughly appreciate the importance of this department?

Now the question naturally follows—Is this as it should be? For the answer let us take a walk around the hardware departments of the big stores, or better still, these places that make a specialty and evidently a profitable specialty of nothing over 25c, and what do we see there? Whose business do they seem to affect most? Is it not the hardware stores? You must admit that it is. There you see the very articles which each and everyone of us have in our own stores, but the difference is (in fact the one great difference, between turning these into not only magnets, but money makers as well) is the prominence they give these small things on tables in their stores.

Put Bargain Counters in Rear.

I would suggest to those who can so arrange it, to have this department in the rear of your store with so prominent a sign above it that it can readily be recognized as you enter the store. The curiosity of the average woman buyer to-day is so great that it almost compels her to go and see if there is not some little article she is in need of. This also detains her in your store which in itself is worth while, for it gives you the opportunity of calling her attention to other displays in which there is, if not a greater profit, surely a greater turnover.

I have referred to "her," or the woman buyer, and in so doing it is well for us not to forget the importance of catering to the "Lady of the House," as she is now, more than ever, doing the shopping of the day. This very fact gives this topic much more importance than it otherwise would have.

A bargain department in a store is one place where practical low-priced popular goods of many different kinds are brought together and priced to impress the people as special values.

Moving The Goods that Stick.

One dollar in goods that sell means more than two dollars in goods that stay in the store. Things that stick can be moved more readily through the medium of a bargain department than by any other means.

When you get your store in such shape that one line suggests another, and when you sell to people goods they did not expect to buy when they left home, you've got things coming your way.

One may travel considerably and be very observant, one may also read a great deal, along a certain line that greatly interests him, but it remains for the real experience to impress one with the desirability of adopting, if only in a small way, a bargain department in his store.

It is sometime now since I have had this pleasant experience. I have, in all, about fifty display baskets, half being about 5 x 8 inches, and the other half about 10 x 14 inches.

Nothing Short of a Revelation.

This bargain department has been nothing short of a revelation to me, and we seem to be continually filling up these baskets. They are "silent salesmen," as customers usually pick out the articles themselves,

There are many reasons why this department should be adopted.

A bargain department stimulates business, because it supplies the constantly increasing demand for 'cut rate" goods.

It makes big profit, because the majority of goods it handles yield anywhere from 25c. to 150 per cent. profit.

It makes quick profits, because the stuff it sells is that for which there is the greatest demand.

It works off dead stock and stickers, and that, too, without a loss to you.

It is a money saver, because it greatly increases trade without increasing expenditure to any great extent.

It is a splendid advertiser, because it attracts people to your store.

It does not require a large investment on the part of the merchant and is therefore easily installed.

It puts new life into a store and in ninety-nine cases out of a hundred will work miracles in the way of instilling new interest and new energy into clerks, proprietors, and patrons alike.

In conclusion, I would ask you to think about the "Bargain Department" idea. It is worth your while to figure out its possibilities, for there are dollars in it for you.

Going Out of Retail Trade

Montreal. — The Universal Vacuum Cleaner Co., have moved into larger premises at 591 St. Paul St. as the result of a rapidly growing business. They have decided to go out of the retail business and are putting their machines into the hands of dealers. It is the intention to appoint one sole agent in every town. The company is putting two new machines on the market, one an electric, the other operated by hand power.

HAVE DRAWER FOR CARDS.

The necessity for care in keeping and handling color cards is recognized by dealers and manufacturers alike. Attention has been called to the subject by the recent article in Hardware and Metal and some discussion has been stirred up on the question of proper methods.

One of the best plans is to keep a drawer expressly for folders and color cards. If nothing else is stored there, the cards will not become damaged and the salesman will always have them ready to hand. It is an easy matter to pull a drawer out and, as no dust could get on the cards, customers would receive them fresh and clean. This system would not only conserve the supply but would prove a time saver and convenience to the staff.

Covers Supplied.

Another firm supply leather covers to their largest customers, thus enabling them to keep the cards in book form. This method is a good one, as it enables the dealer to keep the cards in good shape and to have them always handy.

Many dealers keep their cards on racks under the counter.

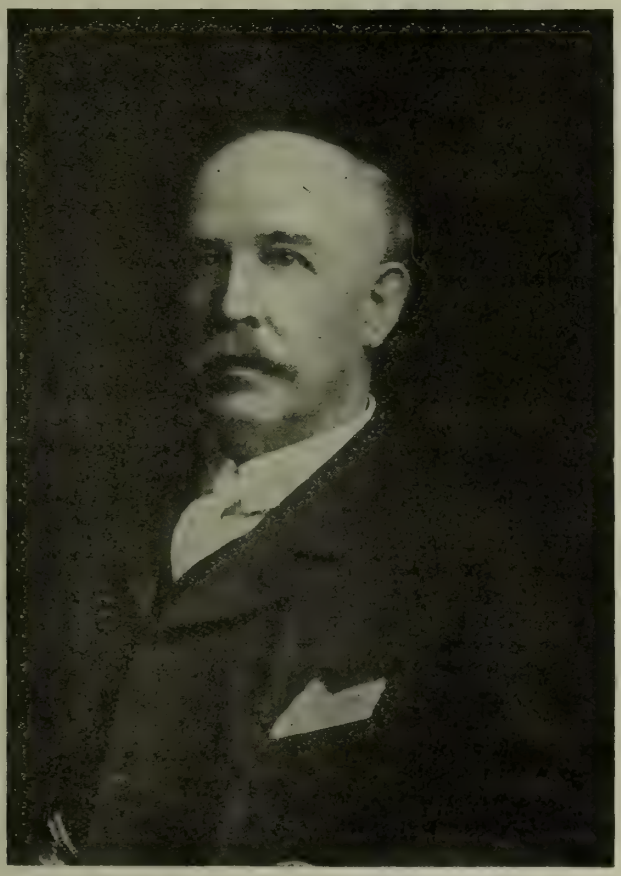
AN AFFILIATION.

The Western Hardware Dealers' Association has affiliated with the Western Retail Merchants' Association. The object aimed at in the affiliation is to improve the organization, and thus make it possible to work more effectively in the future.

John H. Tilden, Hamilton, Passes Away

Was One of Canada's Leading Stove Founders—Had Retired From Active Business Few Months Ago — Severe Attack of Pneumonia Cause of Death.

Genuine grief will be felt throughout the hardware trade at the announcement that John H. Tilden passed away, at his residence in Hamilton, early Wednesday morning. For some months past his health had not been good, but it was not thought that he was in any immediate danger, and, in fact, he was making arrangements to remove to Chicago, where it was his intention to become associated with his brother, in the banking business. A few days ago, however, Mr. Tilden contracted pneumonia, and, his weakened constitution being unable to combat the disease, he sank rapidly until his death.



THE LATE JOHN H. TILDEN,
Whose Death Occurred at Hamilton on Wednesday.

Born at Utica, N.Y., in 1843, Mr. Tilden spent his early years in that city and in Wisconsin, where he received his education. While still young, he entered business life, and his first connection with the hardware trade was in 1865, when he became a bookkeeper with a wholesale house in Chicago.

At the age of 25, Mr. Tilden came to Canada, entering the service of E. & C. Gurney & Co., of Hamilton, and he has resided in that city ever since. He soon made himself conspicuous by his ability for hard work, and his keen business intellect. Step by step he advanced in the employ of his firm, until he finally became its manager, the style of the firm changing to the Gurney, Tilden Co. Since that time, few names have been more familiar to the trade than that of John H. Tilden.

Mr. Tilden's influence was also felt in many other lines. For years he was managing director of the Ontario Cotton Mills Co.; director and superintendent of the Canada Screw Co.; vice-president of the Hamilton Whip Co.; director of the Gurney Scale Co., and president of the Chapman Double Ball Bearing Co.

A year or so ago, Mr. Tilden met with financial reverses, and found it necessary to withdraw from the business he had built up, and sever his connection with the stove industry. He was, at the time, president and treasurer of the Canadian Stove Manufacturers' Association, and his retirement from these positions was made the occasion of a notable gathering at the Waldorf Hotel, Hamilton, last October. The association presented him with a diamond pin and an illuminated address, expressing the deep esteem and friendship in which he was held by his fellow stove manufacturers.

Mr. Tilden stood for honesty and uprightness in business, and he held the utmost respect of all who ever associated with him. His death will be deplored, not only in the trade, but in his adopted city, where he gave freely of his ability in social and municipal affairs.

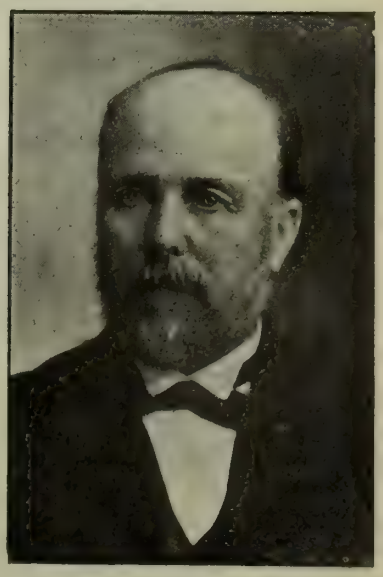
MERCHANT DIES SUDDENLY.

Kingston, Feb. 2.—While talking to a clerk in his store this morning, S. J. Horsey, hardwareman, suddenly expired from heart disease. He had been ill for some time. Deceased was about 45 years of age and married.

DEATH OF PIONEER WESTERN HARDWAREMAN.

Robert Hamilton, a pioneer hardware merchant of Western Canada, died in Winnipeg, January 27th. Mr. Hamilton was recently appointed Dominion Government Immigration Agent at Emerson, Man., and was fulfilling the duties of that office when he was struck by a railway engine which injured him and later caused his death.

Mr. Hamilton was born at Argenteuil, Que., 1842. He was a contractor for some years in Collingwood, Ont., and came to Emerson in 1882, and entering the hardware business there, about 27 years ago. He always took an active and prominent part in municipal affairs, being school trustee for 15 years, and chairman of the school board for most of that time. He was mayor of Emerson for five years, retiring at the end of that time, owing to the development of his hardware business.



The Late Robt. Hamilton.

How a Clerk Won a Valuable Customer

An Incident From Eastern Ontario Which Contains a Moral —Clerk Delivered Goods at His Own Expense and Secured Large Orders From Farmer.

This is the true story of how a young hardware clerk won a customer for his employer by what may be called the exercise of a little Spartan faithfulness to the house.

One afternoon a farmer called at the store and gave an order for a few hinges, screws and several other articles, the whole amounting to less than a dollar. The clerk recognized him as a customer of a competitor and afterwards learned that he had called because his regular dealer had exhausted his supply of the particular hinges.

The farmer went away and not long afterwards the clerk discovered to his dismay that he had not put the screws in the parcel. He had tried hard to please this customer and he realized just how hard he had fallen down. For that reason it worried him much more than an ordinary case. It was just a little package of "1 in. by 9" screws but without them the hinges were useless.

The clerk was perplexed. The more he thought of them the worse the whole situation seemed. After all it was only an accident if you will that happens with the best of clerks but that was not going to help the farmer nor would it make him a friend of the house.

Going out at six o'clock he dropped the package into his overcoat pocket with a half-formed intention of delivering them that night. The farmer lived about seven miles in the country and the weather was decidedly inclement.

To bring the story to an end, the clerk "delivered the goods." After supper he hired a horse and cutter at his own expense and drove off into the night and the cold country-side. But he was amply repaid. He says so himself. At first it was a disappointing reception but every cloud is silver lined.

"Why you needn't a brought them out to-night" was the thanks the farmer offered him.

The clerk explained how he had made the mistake and that it was one of the mottoes of the house to give entire satisfaction and remedy every mistake, and so on, just as every live clerk does who feels that he has a deep interest in the welfare of the house. The farmer had invited him to "warm up a bit" and it was not long until he told the clerk that he was preparing to build a new house. He was in doubt as to how to heat it, a point on which the clerk took particular pains to enlighten him. So one thing led to another including the new ideas in roofing, paints, stoves and so on.

That night after the midnight hour when the clerk let his boots thump on the floor in the same old way as he prepared for bed he was immensely satisfied. He was practically assured that the farmer had liked the carefulness that suggested delivering the package and also that he would give the "house" the bulk of his big order. And that is just what happened. The order amounted to a large sum.

In the beginning it was a trifle, a twenty-five cent package of screws but it opened the farmer's eyes, and it won a good customer. The employer did not fail to notice the farmer when he became a frequenter and the clerk finally had to explain. The money he paid for the cutter has since been repaid with a big interest and the clerk realizes more than ever the value of paying attention to the mere details. The clerk is a young man working in an Ontario store and the story was related only on the proviso that no hint be given as to his identity.

Trade Conditions in the Mother Country

A Satisfactory Year From All Standpoints—Prospects for Future Deemed So Good That Big Firms are to Increase Their Plants—Export Trade is Still Increasing—Output of Cutlery Has Been Heavy.

Sheffield, England.—The year 1910 in the steel trade was an exceptionally good one. The opening was quiet, with signs of improvement. Time after time a brighter future was predicted, but the prophets were a little out in their calculations. The improvement was postponed so many times that the pessimistic said it was never coming, but in the last few months orders were receiving in such quick succession and inquiries were so numerous that many manufacturers despaired of dealing with them in the specified time. The gradual improvement has proved to be more satisfactory than a rush into activity, and there are signs that the boom state of trade which now exists will be continued for many months. Manufacturers are so convinced of the maintenance of a big output that extensions to plant and machinery are being made. This is all the more noteworthy because Sheffield manufacturing resources are already bigger than they have been in the history of Sheffield steel. Years ago the tendency was to keep in use all workable plant no matter how antiquated, but that is a policy which has been proved to be fatal to progress. When improved plant or processes are known to exist, the Sheffield manufacturer is ready to scrap his old machinery, and instal the new.

Growing Export Trade.

The export trade showed expansion before activity reached the home markets, and the rate of progress has been maintained. A striking feature is that in spite of higher tariffs there has been an increase in trade with the United States and Germany. Canadian expansion has resulted in a very largely increased trade between Sheffield and the Dominion. South Africa is a better customer than ever in drill steel and tools. Japan, after reflecting Sheffield for a year or two, is again buying freely. The French trade in steel is not so big as it was before the high tariff was imposed, but it is still of considerable proportions. All the colonies are doing more trade with Sheffield manufacturers.

Developments have also taken place in the manufacture of special steels, and the trade has expanded during the year. Orders for forgings and castings of high quality steels for use in the motor car industry have been numerous.

The Course of Prices.

The year closed with pig iron from 2s to 2s 6d cheaper. Hematite irons have been in such big request owing to the big booking of orders in the heavy trades that the price of East coast has advanced 5s and of West coast 7s.

There is an all-round complaint of the low price of common steels. High carbon steels have been advanced 10s per ton since the beginning of the year.

The bar iron has been very unsatisfactory for ten months but it is now improving, and full time is being worked. Competition from small makers in the Midlands is put down as a reason for the unremunerative trade. There is a growing tendency to use steel castings in preference to iron castings, and the price is said to be quite satisfactory in comparison. Bar iron is 5s dearer than at the beginning of the year.

Armour Plate and Guns.

The departments devoted to Admiralty work have never been busier. Orders have been booked which will have to be spread over some years. The resources of the works are so severely taxed that Vickers, Sons & Maxim are extending their works and plant, and John Brown & Co. are increasing their facilities by erecting another huge gun forging press.

The Lighter Trades.

During the earlier part of the year the lighter trades were stagnant, but the closing months saw fairly general activity. Makers of tools have had an exceptionally good export season.

The output of cutlery has been heavy. Better quality goods have been ordered. Hand-forged blades have been in such big request that it was impossible to get

the services of the craftsmen necessary to execute the orders for the Christmas trade.

In silver and electroplate the demand has been so heavy in the late months that a state of boom exists. Here, also, the best quality goods have been in big request. In recent years cheap electroplate held the sway, but orders for the best have been almost as numerous as orders for the cheap qualities.

Silver rolling mills have been busier than at any time since their erection.

The Tinplate Trade.

Although there was some irregularity in the tinplate trade, when concessions were made here and there for forward delivery, doubts as to the stability of the market have lately been speedily removed by fresh burst of activity. The demand was, indeed, so keen that prices have again been raised appreciably for all descriptions of plates. Bessemer cokes, 20 by 14, now range from 14s to 14s 1½d, according to delivery. Prompt parcels are practically unobtainable even at the higher figure, makers having nothing to offer before March or April. A few weeks ago a big order amounting to 300,000 boxes of oil sizes was, it is understoood, secured by one of the leading makers from one of the larger continental oil companies for forward delivery on the basis of 14s 4½d per box, but new orders can now hardly be placed under 14s 9d. American inquiries have been of no special importance for all sizes, orders for that quarter being for the present placed with domestic mills, but on the other hand the demand from other countries has been more or less on the increase. The shipments have been maintained on a large scale. The supply of suitable labor is none to plentiful in Wales, and this tends to stiffen the views of makers as to terms.

SHORT TALKS TO CLERKS

By An Ex-Clerk

Loyalty.

When I get on this question of loyalty, I sometimes get very enthusiastic, and I wish I could instil into everyone within hearing, the real inner meaning of loyalty. Loyalty is one of the greatest assets any house can have from its employes, and loyalty is one of the best things any employe can have. Show me the man who is loyal, and I will show you the man who has the right kind of material in him.

So important is the question that I will say either be loyal to the house you are working for, or you quit the house or you will help to wreck it. The man who is loyal is, in the vast majority of cases, successful. Nature will help a loyal man. If you are careless, slipshod, indifferent, nature assumes that you wish to be nobody and will grant your desire. A man must be true to his art, to his business, to his employer, and to himself. Loyalty is a quality woven through the very fabric of one's being, and is never a thing apart. Loyalty makes the thing to which you are loyal, yours.

Keep the Grouch Under Cover.

Don't come to the store in the morning showing that you are out of sorts, showing that you have a "grouch." If you have one, keep it to yourself; don't impart it to others. Don't go noising around that this doesn't suit you. Remember, YOU have no capital locked up in the store; YOU are taking no chances. You have got a sure thing—small, probably, but yet sure. The proprietor of the store has many things to think of besides you, and the first-class retail clerk will cause him no thought at all—will be of great assistance to him. And if one clerk will show a firm, determined loyalty, it will be contagious and it helps the others.

Remember what I told you before—your employer sees everything; and if you are loyal to him, he feels that he can depend on you; can rely on you taking care of his interests at all stages. You know that if you are careless (which many clerks are) giving customers overweight, spilling sugar or tea on the floor, letting the syrup barrel overrun, it means you are not loyal because you do not watch your employer's interests. All these little losses are a drain on the business. In other words, you are disloyal to the man you are working for. If YOU owned the business, what a different view you would have of it. The retail clerk, as a rule, stops but little to think of the many losses in a retail store, the great majority of which he is directly or indirectly accountable for.

Every nation in the world depends on the loyalty of its individual men. What would England and Canada be if it were not for loyalty? When our nation gets in trouble, does not its whole population rise up as a unit? That is loyalty—and loyal is what you and every clerk—no matter how small or big the business is—should be at all times. So, without question, I believe we will all agree that to be loyal shortens the road to success.

Behind Iron Bars.

The hospitals, jails and asylums are full of disloyal people—people who have been disloyal to friends, to society, to business, to work—disloyal to their employers.

How often have you heard, in a retail store, an employe criticizing an action of his employer? I was in a store some while ago and there was being delivered there a large shipment of a certain cereal, some hundreds of boxes; and one of the clerks—a junior—remarked: "Gee whizz! Look at the stuff coming in here! It's all one kind!" And the older clerk, standing right in front of me, replied: "Well, what do you think of that? The proprietor must be crazy. We'll never sell that stuff in a thousand years,"—and he never would, with that disposition.

Wasn't that fine? I tell you it made my blood boil. What business was it of his how much the boss purchased? Did HE have to pay for it? No! Did he have to pay rent to store it? No! Yet the proprietor must be crazy. And I suppose when that clerk made the reply to the junior clerk, the latter thought that what was told him must be true—and so it goes on down the line.

The Proper Spirit to Show.

Instead of taking hold of the shipment of goods with a whole-heartedness, seeing that it was properly displayed, and saying to himself and the rest of the clerks: "That's the stuff—we will sell it like hot cakes"—backing up his employer's judgment in its every sense. My, what a difference there is between the right way and the wrong! Now, you boys know that what I am saying is true. It happens every day.

Another case I call to mind was where a retail merchant had just purchased a certain wagon, and drove it up to the door. No doubt the clerks had heard of it and were waiting to see it. On looking at it, one of the clerks immediately said out loud: "Why, that rig will never do; that won't suit our business. I can't make out what the boss is thinking of, doing these things."

I tell you it is bad enough to have a grouch, but it is worse to impart it to other people. Remember what I told you one time before; and if the employer bought a pair of mules, there is only one stand to take—that is a dandy pair of mules, that is the best pair of mules in the country!

Hardware Letter Box

UNDERGROUND GASOLINE TANK.

Steele Hardware Store, Parkhill.—"Can you give us the names of various manufacturers of underground storage tanks, with pumps for gasoline?"

S. F. Bowser & Co., Toronto.—Editor.

SCHOOL DESKS.

W. H. Davison, Paisley.—"Will you kindly give us the names of different firms who make and sell school furniture, viz., school seats and desks and teachers' desks?"

Jas. Smart Mfg. Co., Brockville; Canadian Office & School Furniture Co., Preston.—Editor.

THE WANZER LAMP.

A. E. McElroy, Bulyea, Sask.: Can you give me the address of the Wanzer Lamp Co.? Have they a Canadian branch now?

The Wanzer Lamp was well-known years ago but we are not aware of the address of any agency in Canada now. —Editor.

A six-storey fireproof office building will be erected in the spring at Regina by English capitalists, at an estimated cost of $200,000.

The Value of a Good Store Front

Hardwaremen Should see That Their premises are Attractive and Up-to-Date—An Incident Which Shows the Detrimental Effects of a Poor Front.

The Midland Division of the Grand Trunk, in worming its way out from Port Hope, passes along one of the business streets—and the trains go slowly enough to give the passengers a chance to size up the different stores on the route.

The other day, two furniture travelers were sitting together in a train bound for Peterboro, and one of them had not been over this ground before, although he seemed to be familiar with all the dealers in the district.

As the train cautiously felt its way along the street, the old-timer pointed to a dingy-looking furniture store and said:

"There is Blank's store, on the corner."

"O my!" exclaimed the other, "What a poor looking front. It's a wonder he can do any business."

"He's losing it fast, and it's the poor appearance of the place that's killing him."

"Well, if I owned that store, you bet I'd spend a few dollars putting on a decent front."

"For half the distance to Millbrook, the conversation kept up along this line. If that furniture dealer's ears were not tingling, they must be made of asbestos. But it would have done him good if he could have heard the frank criticism of his business methods, by men whose experience had taught them that "a good front" is an important qualification for success.

The same remarks would be very true about a good many hardware stores. They are so shabby looking, that, in this age of close competition, they almost shout aloud, the listlessness of their proprietors, and drive away the cream of the cash-paying trade. There is no doubt that particular people like to deal in clean, bright, attractive looking stores,

While making an inventory of your goods on hand, why not also take stock of the appearance of your store? It will require more thought than money, to put it in the trade-inviting class. Look around for new ideas before deciding. Possibly you can secure the desired effect by merely cleaning out the windows and giving the store-front a coat of paint.

Straight Talks on Hardware Salesmanship

TALK No. 12 BY VICTOR LAURISTON

"Have you heard the story about the Englishman, the Irishman and the Scotchman?" remarked the knight of the grip, genially.

"I have," remarked the hardwareman, in a tone that was harder than nails and more cutting than a razor..

"They were all walking down a road together," pursued the traveler, "and—"

"But," interjected the hardwareman, meaningly.

"But," promptly asented the knight of the grip, "I'll bet you the cigars you've heard that story fifty times before—and it's worn out its welcome."

He was right. No sane man who had his thoughts about him would attempt to lubricate the wheels of business with any of the myriad of time-dishonored yarns about the Englishman, the Irishman and the Scotchman strolling down a road together.

But this isn't a sermon just for commercial travelers. In fact, it isn't for commercial travelers at all. The C. T. just serves to illumine the text: "Don't let a bright idea wear out its welcome with your buying public."

The man who designed the first hardware millinery window was a genius. The man who is the first to adopt the idea in his own town shows good sense. The man so enamored of hardware millinery that he runs a hardware millinery window every week or two all the year round is going to sicken his customers and utimately himself.

He will sicken the customers first, however. That's because they're probably not as enamored of hardware millinery as he is.

Maybe you've hit a new idea in advertising. You've devised a new border arrangement. It makes a hit, excites comment, attracts attention, booms trade.

Don't stick to that one self-same idea day in and day out. People get tired of the same idea all the time. They get tired of the same bright greetings through the advertising columns; the same type-arrangement that, once striking, through frequent repetition has grown commonplace; the same handshake and the same greeting when they enter the store. So don't let a bright idea wear out its welcome. Give it a rest now and then—if need be, a prolonged rest.

Remember that one idea, however bright, doesn't exhaust the resources of the great realm of Ideadom. There's lots more where the first came from, and the more you have, and the oftener you change them, the more use you'll get out of them.

Constant repetition attracts less attention in the aggregate than constant change.

The constant dropping of water will hollow a stone, you say. Ah—there's a world of truth in that. Still, it's not one of the fastest ways of hollowing a stone. It takes centuries piled on top of other centuries. A skilled stone-cutter with a sharp chisel and a heavy mallet could do the same job in a single afternoon, and that without batting an eyelash.

So just drop once and for all that idea about the constant dropping of water, and try the chisel, mallet and skilled workman idea in business building. Don't stick at one scheme for all time because it's made a hit, but get out and hustle for other hit-making schemes. Then, your bright new ideas won't have time to wear out their welcome, for the simple reason that brighter and newer ideas will be continually coming into your mental parlor and crowding the old stagers back to the garret.

A New Metal Produced

The coming of the aeroplane has produced a demand for a metal which combines the strength and toughness of steel with the lightness of aluminum, which are qualities invaluable for many other purposes provided that the metal will not rust or corrode when exposed to the weather. Such a metal has recently been discovered by H. B. Weeks, the chief chemist to builders Messrs. Vickers, Sons, and Maxim. The new alloy, which has been patented throughout the world, is only slightly heavier than aluminum, whilst it is as strong as ordinary steel, and can be rolled into sheets or drawn into wire. These qualities, together with the absence of any tendency to rust or corrode, have not been commercially produced hitherto, and duralumin, as the new metal is called, will no doubt be extensively used in future where conditions demand the especial features alluded to above. Duralumin is to be manufactured near Birmingham, where a factory for this purpose is nearing completion.

AN ANNUAL CATALOGUE.

Woodstock, Ont.—Fred W. Karn is a believer in good advertising. Some seven years ago, he began the issue each year of a catalogue, in addition to using advertising space in the local newspapers. By a thorough system of mailing and distributing, these catalogues find their way into practically every home in Oxford County and the surrounding districts. Satisfactory results are obtained.

Pad and Diary.

Hardware and Metal has been favored with a useful blotting pad with diary attached, which the Bowesfield Steel Co., Stockton-on-Tees, are sending to their home and export customers.

An Advance Made.

At a late hour Thursday, one Toronto manufacturer announced that his company had made an advance in white paints.

News and Methods of Canadian Hardwaremen

St. John Hardwaremen on Commission to Study Civic Government—Interesting Gossip From Kingston — Three Fine Windows in Chatham, London and Oshawa Described.

HARDWAREMEN STUDYING CIVIC GOVERNMENT.

St. John, N.B.—B. F. Maltby, of Newcastle, has removed his stove and tinware business from Water street to a new building alongside the post office, recently purchased by him. The new store is larger and is fitted in an up-to-date manner.

St. John citizens are embarking on a campaign for the adoption of the elective commission plan of civic government, by a mayor and four commissioners, instead of a mayor and seventeen aldermen, as at present. A bill has been prepared for the legislature asking power to take a plebiscite on the question at the civic elections in April. The idea was started by the board of trade and the campaign is now in the hands of a committee of one hundred representative business and professional men. At a meeting held last week for organization purposes they elected W. H. Barnaby, of M.R.A. Ltd, dry goods dealers, president, and W. H. Thorne, and M. E. Agar, hardware dealers, vice-presidents. It is possible that two citizens may be sent to Des Moines, (Io.) to study the system, and speakers from other cities that are governed by commission may be brought in to deliver addresses.

W. E. H.

TRADE NEWS FROM KINGSTON.

Kingston—Herbert Swaine, one of Kingston's best known young men, has accepted a position as traveler for Brandram-Henderson, a large paint and oil concern, at Montreal. He was here this week on his first round. For some years, Mr. Swaine was bookkeeper for W. R. McRae & Co., wholesale grocers, but the close confinement was too much for him, and he was forced to seek a position which would necessitate his being out of doors a great deal. This position gives him the needed amount of fresh air. He is an energetic young man and his best of friends here wish him every success.

Kingston is enjoying a visit from a former Kingston hardware man, in the person of W. R. Taylor, who is a traveling representative of one of the largest wholesale houses in Minneapolis. He is one of the many Kingstonians who are doing well abroad. Mr. Taylor states that the firm with which he is connected has no fewer than eighty-two travelers on the road. He has entire charge of the Wisconsin district.

There has just been turned out of the Canadian Locomotive works, one of the largest engines ever built by the company, and it will be the first of four to be used on the Canadian Northern Railway. It is one of the best equipped engines, and has every recent improvement or device whose worth has been demonstrated. The engine and tender weigh together over 118 tons. The engine is intended for the fast express work between Toronto and Cochrane.

UNIQUE WINDOW DISPLAY.

London.—A large, well-blacked horse collar, placed flat with the peak upward, looks uncommonly like the hull of a sailing vessel. J. Darch & Son have turned the fact to advantage in a window display this week. Horse blankets are the base of the exhibit, and the two horse-collar "ships" shown have neat masts and rigging, each with a couple of sails furled, and smokestacks with batting smoke coming out, by way of finishing touches. "Prompt shipments bring us business," is the moral drawn on a conspicuous card.

The 5, 10 and 15-cent stores are pushing granite ware and kitchen utensils just now, but they have nothing on Brownlee's Stove Store, where a large window is filled with an even greater variety of these goods, ticketed at 10 cents only. Wood's Gurney-Oxford store is displaying aluminum ware.

The Purdom Hardware is advertising a winter hardware sale, and backing up the "ads." with window displays.

Cowan's Hardware has been having a fire sale of horse blankets, whips, etc., "nothing burnt, only soaked."

George Haney, manager here for the Pedlar People, reports the year's roofing business off to an unusually good start in this district.

A LUMBERING WINDOW.

Chatham, Ont.—Westman Bros., hardware dealers, have been using an attractive window display representing the centre of a lumbering camp in winter. In the centre of the display is a campfire, with small sticks of wood surmounted by red tissue paper to represent flames. Over this fire is suspended an iron pot. Behind the fire stands a "dummy" figure representing a woodman holding an axe. The floor of the window around the campfire is strewn with hay covered with cotton batting, the whole being a good representation of dry grass covered with snow. The back of the window is curtained off with robes, while cross-cut and buck saws, axe handles and axe heads and similar articles utilized in wood-cutting appear in the back-ground. The life-like effect of the dummy is enhanced by the fact that it can be so operated as to wink its eyes.

A "SHANTY" REPRESENTED.

Oshawa.—The Ross hardware store has this week the most unique show window display in town. It represents a wood-cutter's camp with stovepipe protruding above the roof and camp dishes visible through the shanty window. Before the shanty are saws and axes inserted in miniature logs and blocks of wood as they might naturally be left by workmen upon retiring. The effect is made more pleasing and attractive by a background of cedar boughs.

WINDOW DISPLAY MANUAL.

Under this title, a very practical book on hardware window dressing has been issued from the presses of Daniel Stern, Chicago. The purpose of the book is to serve the retail hardware merchant in an advisory capacity, in designing and executing show window displays that will sell goods.

This book contains many illustrations of hardware display windows which have won prizes in the competitions conducted by the American Artisan and Hardware Record. Each window is described in such a way that, if a dealer wished to arrange a similar display in his own store, he would have no difficulty in following the plan given, from first to last.

The "Window Display Manual" will prove a valuable book to the up-to-date hardware dealer. It sells at $3.50, and may be obtained in Canada from the Technical Book Dept. of the MacLean Publishing Co., Montreal, Toronto and Winnipeg.



The store of Illsey Bros., Castor, Alta. Illsey Bros. have a growing business in a growing town.

A HARDWARE DEALER AS ALDERMAN.

In the municipal elections recently held in Port Hope, Geo. T. Hancock, the hardwareman, stood second in the whole town, polling a heavy vote. Although he was willing to give his best efforts in the town's service, if elected, he made no canvass for votes, so that his fine standing shows convincingly what his fellow-townsmen think of his ability.

Mr. Hancock worked on a farm until fourteen years ago, when he came to Port Hope, and worked at the harness-



ALD. GEO. T. HANCOCK,
Port Hope.

making trade for six years. At the end of that time, having six hundred dollars in his pocket, he bought a harness business of his own, running it for five years. The hardware business of J. B. White was then offered for sale, and Mr. Hancock bought it, adding it to his harness stock.

This was three years ago, and the combined business has flourished until Mr. Hancock now carries a stock of $6,000 and owns his store.

Ald. Hancock is a man of energy and resource, and it is safe to say that he will be heard from at the council board.

POWDER COMPANY SOLD.

Kingston, Jan. 24.—Contracts for Moore's big garage to be erected here, have been awarded as follows: excavation, masonry and steel work, A. McCartney; carpenter and joiner work, J. King; tinsmithing, Simmons Bros.; painting and glazing, W. Vince.

Daniel Smith and Colin Hugh Macpherson, who were the founders of the Ontario Powder Co., here, which has been sold to a Montreal concern, will not remove from Kingston. They propose remaining in the city, and it is expected that they will engage in other profitable business, the nature of which, they have not yet disclosed. The Ontario Powder Company has been in existence for a number of years, the office having been in Kingston, and the works in Tweed. They developed a large business throughout the country, and have had profitable returns. Having reached a successful standing, they have been able to sell to a Montreal concern, at a good figure, along with three other concerns, the Western Powder Co., of British Columbia, the Montreal Company, with works at Beloeil, and the Standard Company, with works at Vaudreuil. These will all be merged into a strong concern, the name of which has not been designated.

It will take the Ontario Powder Company several months to close up its business, when the gentlemen concerned will be able to look around for other undertakings, and the success that has already attended their works is the augury of what may be expected in other lines.

HARDWARE TRADE GOSSIP

Ontario.

E. S. Coppins, plumber, of Woodstock, has installed a smoke testing outfit, the first in the city.

H. Clucas, Toronto manager Canada Paint Co., is attending the paint convention at St. Louis.

Will White, of the Magladery Bros., hardware store, Englehart, was a visitor in New Liskeard over Sunday.

Roy Farewell, Oshawa, has accepted a position as traveling salesman with H. S. Howland, Sons & Co., Toronto.

Jacob Conrad, who for many years conducted a hardware store in Waterloo, died at his home there on Jan. 25th, aged 74.

The hockey team of the Taylor-Forbes Co., Guelph, defeated the J. B. Armstrong Co. team in a city league game, 8 to 2.

Russell Southwork, formerly of the Keewatin Hardware Co., has left for the coast, where he has secured a good position.

Fred Brown, foreman at Stewart's foundry, Woodstock, who fractured his ankle recently in a fall on the street, is able to be out again.

M. Symonds, hardwareman, Toronto, is on a business trip through northwestern Ontario. Among other points, he visited Fort William.

Employes of the bolt room of the Brantford Screw Works presented J. O. Sullivan with a handsome pipe on the occasion of his departure from the city recently.

Charles Worden, formerly in the hardware business at Weyburn, Sask., but now residing with his family at Bowmanville, has gone back to Weyburn for a short stay to look after his interests there.

Harry Draper, clerk in B. D. Steacy's hardware store, is a patient at the Brockville General Hospital suffering with a fracture of his right leg between the knee and hip. Draper, was riding on a bread sleigh in the late afternoon, and upon reaching the corner of Bethune and James streets, the sleigh swerved and tipped over. Draper was on the under side and when the sleigh was righted it was found he was badly bruised and otherwise injured.

Quebec.

Morency, Cote & Co., Montreal, have sold the stock in their Mount Royal avenue store,

Among the Quebec retail hardwaremen in the city this week were Geo. Parent, of Pte. Claire, Que.; Gauthier & Roy, Ste. Jovite, Que.; J. B. Daniour, St. Philomene; Courchenes & Chaput, Joliette, Que.; J. A. Asselin, St. Felix de Valois.

Western Provinces.

C. Paulson has opened a hardware business in Russell, Man.

A. W. Connell is starting in the hardware business at Edmonton.

The Aylward-Williams Hardware Co., Calgary, have been incorporated.

H. Souch, of Gadsby, Alta., dealer in hardware, has sold to Thornton & Hargraves.

Alex. Anderson, Saltcoats, has completed arrangements to take over the stock of hardware and implements of Williams Bros., Limited, at Gladstone, Man.

Wm. Hargreaves, sr., of Kamloops, B. C., will fit up a showroom, 30 feet by 50 feet, in the basement of his present premises, for a store and heavy hardware department.

Geo. F. Elsey, a farmer of Neepawa, Man., has sold his 480 acres of land and has purchased a hardware business at Wolseley, Sask. The land was bought a few years ago at $11 per acre and sold for $30 per acre.

Mr. W. M. Lawrence, of the Lawrence Hardware Co., Revelstoke, B.C., has been ordered by the physician to drop business worries for a time and take a trip. He has decided to leave shortly for Honolulu to spend two or three months.

Fletcher, Lutz & King, of Lemberg, Sask., have disolved partnership. The hardware and machinery department will be conducted by Fletcher & Lutz. The tinsmithing department will in the future be conducted as a separate business by W. W. King.

The Sheet Metal Workers' union, Winnipeg, held its anual smoking concert at Trades hall. An excellent programme of music and songs was rendered. A. W. Puttee and R. A. Rigg, president of the Trades and Labor council, were present, and gave addresses.

J. G. Gunn recently bought out the McKenzie hardware store on Broadway near Bridge street, Vancouver, and is now nicely settled. Mr. Gunn has resided in that locality for a number of years, and was connected for a long time with the W. R. Owen hardware store.

The Western Hardware Market Situation

Trade Has Been Slow, Owing to Severe Storms — Traveling Men Have Been Tied Up—Collections Reported to be Poor— An Advance Reported in Canada Plates.

Winnipeg, Feb. 3.—Wholesalers report a general brightening up of the trade during the last week. Travelers have all resumed their routes after the severe storms and orders are now coming in in large quantities, and the general outlook at present indicates that an excellent spring business should be conducted throughout the entire West.

Barbed wire during the week has taken the predicted decline, and prices have gone down 10c per 100 lbs. While these prices are quoted on the basis of stocks now lying at the head of the lakes, which will all go into consumption before the first of May, the market has reacted, and barbed wire and nails, in fact all wire products, have advanced $1 per ton at the mills, and it is considered certain that by May 1 the jobbers will be compelled to advance prices on all wire products including nails. Tin plates are also stronger and have taken a sharp advance, owing to the increased demand, and prices are now 50c higher per box, and from 37c to 87½c higher per half box. Sharp declines have taken place in wringers, Royal Canadians dropping $1.75, and New Easy $2.70.

Prices remain firm in other lines.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted, $2.83; galvanized, $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10½oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; $4.75; No. 16, $5.

No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Galvanized—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in. $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $2.95; plain twist, $3.25; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15,

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils

Trade in these commodities took a decided turn for the better during the week, and shipping orders are now commencing to move pretty freely. The bulk of the orders from this city generally go out in car lots from the hardware wholesale houses, and owing to the spring movement having started manufacturers are keeping their factories hard at work, as stocks are by no means heavy. Orders for spring supplies still continue to come in, and trade in general is very firm.

A strong demand continues for linseed oil, but prices remain firm at last week's advance, namely $1.20 for raw, and $1.23 for boiled. The turpentine market is getting stronger, but no advance has taken place. Wholesalers state that at present cost an advance is in due order, and predict one before another week is out. The prevailing price is now $1.15 per gal.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 25½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

THE MAKING OF AUGER BITS.

How many hardwaremen know how an auger bit is manufactured? To carry the question still further, how many practical mechanics know how an auger bit is made?

There are two factories in Canada making auger bits, and one of them, known as the Rapid Tool Co., is situated in Peterboro. The manager, Mr. T. M. Rees, showed Hardware and Metal through the plant the other day, and explained each of the thirty-one interesting operations through which every auger bit must pass, before being ready for shipment. To watch the process will be an interesting event for the hardwaremen who attend the convention at Peterboro.

The firm's main line, at present, is auger bits, both solid centre and double twist, but they also manufacture car bits and machine bits. Their facilities for making these last two articles will be greatly increased in a short time. During the past six months they have doubled their staff and trebled their output, and they are at present working overtime.

Thomas Deane, Ottawa, has purchased five lots on Goulbourne avenue on which he will erect residences. Nimmo and Soper will build five or six fine residences in the spring to cost around $6,000 each.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 48.

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Advanced 3c.
Tin Plates—Quoted at advance.

Toronto.

Galvanized Wire—5c. advance.
Coal Oil.—Easier quotations.

MONTREAL.

Montreal, Feb. 2.—During the past week the upward tendency in tin has been sustained, and in London a new record was made. The price, however, weakened to a certain extent on Tuesday, closing at £197 after passing the £203 mark on the previous day. It is generally believed here that the decline is no evidence of weakness nor suggests further downward movement. The operators who apparently have the market securely tethered to their wires, are considered responsible for the various movements and they are believed to have a strong hold on the situation. While the market seems to be firm from the standpoint of prices, there is no particular bustle of business, and supplies are being purchased for immediate requirements only. Prominent local dealers declare themselves at sea as far as opinion on the tin situation are concerned.

At the same time copper and lead are weak. In regard to the latter there is no striking interest displayed. Demand for the various metals is only ordinary. There is a good business passing in sheets, however.

Pig Iron.—Market is somewhat more active this week. Prices show no change, but enquiries are better and the general situation is improved. We quote Summerlee, No. 1., $21.50 to $22.00; Middlesboro, No. 3, $18.50 to $19; Canadian No. 1, $19.50.

Tin.—In several lines of tin plates an advance is quoted this week. "Allaway's Best" and "Bessemer," as will be noticed on page 42, are higher. This is but to be expected in view of the high prices ruling in tin itself. Dealers seem to be conservative in their handling of tin these days. The prices are so high and the feeling does not indicate unquestioned faith in the market. It is therefore more or less unsettled.

Copper.—On the London market, copper has been declining, Tuesday's opening price was 7-6 less than last Friday's and the market does not show much strength. Lower prices are expected in the event of any of the big interests competing, but this market is not only far from the local one, but the interests referred to may not be inclined to pursue the competition course referred to. In the meantime copper is in fair demand.

Spelter.—The market shows normal trade conditions. There is some business passing, but on the whole it is rather quiet.

Lead.—The market in this metal is lagging. There is no brisk demand, and the general feeling is easier. There is in fact not much change to the entire market.

Scrap.—Trade in this line is practically of the same character as last week. The market is fairly active, but there is considerable room for improvement. Prices are unchanged, and are quoted thus:—Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery, cast iron No. 1, $14.50; No. 1 wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Feb. 2. — The past month has been so much busier than during the same period last year that men, closely in touch with the metal situation, are looking for increased activity all through 1911. Opinion on this point is pretty generally shared although one local dealer to-day dissented from the view. While acknowledging that trade had brightened up considerably during the latter part of the month, he still professed himself not entirely satisfied with the results for the whole month. In no other instance, however, was anything said, but what reflected almost an enthusiastic view of the results to date and the trade prospects.

Prices showed no change this week. Tin had not advanced, contrary to expectations, thus constituting a record. For tin not to advance nowadays is quite noteworthy, insomuch as it has been steadily advancing with a single week's interruption for a couple of months.

Tin.—The operations of the syndicate received a partial check early in the week, when the price of tin slumped—temporarily, as it subsequently proved. It did not take long, however, for the strength of the syndicate to reassert itself, the price gradually working back to the previous high level. At time of writing, tin is selling 45 to 47 cents, the same figure as the previous week. The anticipated advance did not show signs of materializing at any stage but this is not regarded as an evidence of lack of strength on the part of the bull operators.

Locally, trading in tin is very brisk and buyers are in the market for large orders.

Copper.—Very brisk was the tone of the copper market all through the week. Orders were freely placed and confidence seemed to be pretty general. The price saw a decline during the week on the primary markets but gradually came back to the previous notch. The local quotations remained steady throughout the fluctuations.

Plates and Sheets.—There is a tendency noted elsewhere to strengthen up prices but no changes have taken place here. The demand is heavy, evidencing an unusual shortness of supply in the hands of manufacturers and small dealers. While some supplies are being received from the Old Country, the question of meeting the demand here is still a pressing one.

Pig Iron.—The demand is showing some signs of stimulation but orders from the factories have not yet begun to arrive to any extent. Canadian Foundry No. 1 is $19.50, and No. 2, 50 cents a ton less. Old Country iron is quoted at $20 for Middlesboro' No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50 and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50 respectively.

Lead.—The lead market is still quiet but changed conditions are expected almost momentarily. The price has remained firm.

Spelter.—Although still somewhat dull, the demand for spelter is more active and it is thought that a marked improvement will soon be noted. In the meantime enquiries are being received freely and some good-sized orders have been placed. Outside fluctuations have not affected the local quotations.

Old Materials.—The demand is still nominal and prices are practically the same. Heavy copper and wire, 11¼ to 11½c.; heavy red brass, 10¼c.; heavy lead, 3c; light copper and bottoms, 9¾c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10 to $11; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

U. S. CONDITIONS IMPROVING.

Cleveland, O., Feb. 2.—The Iron-Trade Review to-day says: In point of orders entered on mill books, the iron and steel market made a better showing in January than in any single month during the second half of 1910, reports of several companies showing the total tonnage entered during the initial month of the year to have been more than double that of either November or December. There has been no particularly heavy buying from any one source, but orders are coming from a wider range of customers than for several months. Mill operations in the Pittsburg district have been increased accordingly, and additional plants will be started shortly. The trade does not expect a heavy buying movement, but looks for steady, conservative buying from customers from now on.

At the opening of the new year, prices were fairly firm, although concessions on some finished lines were made on desirable business. During the month, prices on all wire products have been advanced one dollar a ton; prices of wire rods have been advanced a dollar a ton; low quotations on spikes and track bolts have been withdrawn.

HARDWARE MARKETS

MONTREAL.

Montreal, Feb. 2.—General conditions in the hardware market this week continue satisfactory. It has ben mentioned by a few that the winter has not been quite seasonable enough to mean the most for business. He claimed that for example there had not been snow enough to call out a real heavy winter trade in those lines. However, it cannot be said that there are any signs of gloom, even though the average citizen did make a mistake in his idea that the winter has been quite up to the normal.

The jobbers are busily engaged with orders that are now coming in for sugaring supplies, spring goods, summer goods and so on. From the west the amount of business is growing and only a glimpse at some of the packing or shipping departments of the big houses is required to satisfy one that new business is good.

Business is especially good in spring lines, and although the travelers have only been out a short time, still trade just now is presenting a pleasing aspect. Sporting goods are passing from winter to spring, with a few orders for former lines still coming in.

Spring Lines.—The demand for all spring lines is encouraging. Orders for sap spouts and other utensils connected with the maple syrup season are coming in freely. We quote Eureka spouts at $6.00 per thousand. Trade is also opening up in other lines. In garden hose discounts range from 50 per cent. of to 70 and 10 and 10, according to quality. We quote hose clamps, ½ to ¾-in., 25 cents a doz.; hose couplings, ½ to ¾-in., $1.00 a doz.; lawn sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $24 a doz.; and 36-in. at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels 75 cents each and upward; garden wheelbarrows, $27 a doz. Already there is some demand for harvest tools. They are being booked at 50 and 50 p.c. discount from the list. Orders for hinges, wire netting and spring goods of that kind are coming in freely.

Lumbermen's Supplies.—Business in these lines is holding pretty firmly. Cant hooks, cross cut saws, etc., are in good demand, and there is also a heavy call for boot calks. We quote ball calks at $4.00 a thousand, and heel calks at $4.25 a thousand.

Sugaring Supplies.—Trade in sugaring utensils has been stimulated of late by the gradual approach of spring. Spouts, pails, etc., are moving freely. The Eureka sap spout is quoted at $6.00 per thousand.

Bolts and Nuts.—Among the trade is reported some scarcity in bolts and nuts. Demand is good, and there is a general activity. We quote: discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting Goods.—Business is reported as showing a tendency to quietness. Winter lines are losing their places in demand, although there is considerable enquiry yet. But trade is pointing to summer goods and fishing tackle, guns and ammunition are showing evident signs of life.

Wire.—The market is steady this week with demand apparently increasing. Prices quoted are as follows: Barbed wire, $2.05; plain twist, $2.55; galvanized wire, $2.25; base coil fencing (9), $2.30; (12) $2.45; staples, bright, $2.60; galvanized, $2.85.

Toronto.

TORONTO, Jan. 3.—The month of January was quite satisfactory in point of volume of trade. A good increase was registered over January of 1910 and there is every indication that, as the months roll on, similar advances will be registered. The impression is current, therefore, that the year 1911 is going to prove one of unusual activity. The past year was a splendid one and to start out 1911 on even a better basis, is sufficient cause for satisfaction.

Trade at the present time is quite brisk. No lines are pronouncedly active but there is a general all around movement. Orders are gradually increasing, both in volume and size.

The only price change noted is an advance of 5 cents in the price of galvanized wire.

Seasonable Goods. —The mild weather which has prevailed almost continuously of late has checked the sale of winter lines, but some orders are still received. Snowshovels, sidewalk scrapers, sleigh bells, heaters and articles of like description are moving slowly.

Spring Goods.—The demand in spring lines has not yet attained marked prominence, but is gradually coming more into evidence. Manufacturers are reported to be very busy working up stocks of dairy supplies and filling orders for the same. While the jobbing houses have not yet experienced much activity in these lines, the orders are starting to come in, and there is every evidence of a good trade ahead.

Builders' Hardware.—There are a few orders still in receipt for builders' and shelf hardware, but the spring revival is still some distance off. One jobbing house reports a few good-sized orders, but the consignments sent out are mostly of the sorting order.

Sporting Goods.—There is a seasonable slackening in sporting goods. Hockey supplies are still moving, but not in the same volume as during the earlier part of the month. Spring goods are also selling in a few cases, but, in the sporting line, the "between seasons" stage has been reached, with the inevitable falling off. The demand is, however, quite satisfactory for the time of year.

Stoves and Heating Goods. — The trade is confined mostly to heating accessories, such as kettles, scuttles, lifters, pots, pans and all varieties of graniteware. A few orders are going for stoves, however.

Wire.—An increase of 5 cents on galvanized wire is noted. The demand for wire is beginning to show signs of the nearness of spring, but is still not heavy.

The Price of Ready-Mixed Paints

The probable spring price of prepared paints is a matter of live interest to the hardware man at the present time. It is learned by enquiry that quite a large number of dealers are expecting prices to be on a lower basis before the spring trade opens and are therefore holding off or ordering as lightly as possible. If prices remain firm and this tendency to hold off is maintained, the result will be that, when the season opens, some dealers will not have the necessary stock on hand and there will be a loss of business. Realizing then, the importance of the question, Hardware and Metal has endeavored to secure the views of men most closely in touch with the situation and presents the following opinions:

"It is unnecessary to say to anyone who has given the situation close thought that there is absolutely no possibility of prices of prepared paints being lower during the painting season of 1911. The flaxseed shortage in the Argentine brings the linseed oil situation to a point where there is not the slightest possibility of lower prices"—W. H. Gerke, Martin-Senour Co.

"From all appearances, there is little chance of any material decline in the price of oil or spirits of turpentine this year. In fact, I look for higher figures still in both commodities, turpentine particularly. This may mean higher prices for prepared paints, colors ground in oil, varnishes and all goods containing oil and turpentine. This may not seem beneficial to trade but it looks to be inevitable. In time, the public will accept existing conditions and matters will no doubt adjust themselves."—C. W. Haldenby, Sanderson Pearcy & Co.

"There is not a shadow of a possibility of prepared paints becoming cheaper. Dealers may count themselves lucky if prices do not advance. Advances may, or may not, come but certainly there is no chance of a decline."—J. E. Ebersole, International Varnish Co.

"Lower prices are out of the question. We are endeavoring to tide over the situation and help the trade but conditions make anything in the nature of a decrease impossible."—F. C. Surbeck, Benjamin Moore & Co.

Opinions were secured from other sources and in no case was any hope held out of lower prices on prepared paints.

All Talk of High Prices Should Be Stopped

The Season is Now Close at Hand When Prospective Customers Should be Educated to Buy Paint—A Profitable Line of Argument.

On several occasions of late, Hardware and Metal has pointed out that the manufacturer, the traveling salesman and the dealer were all falling into a common mistake. There has been too much talk of high prices in paints and paint ingredients. The subject has been discussed in a way calculated to impress the outsider—the consumer—with the idea that paint is becoming most extortionately high; that it has, if anything, rather exceeded the speed with which the cost of living has gone up. That so decidedly erroneous an impression should be created is highly detrimental to the best interests of the paint trade.

Paint, as a matter of fact, is cheap to-day. Comparatively speaking, it is much cheaper than it was, say ten years ago. A dollar to-day will not buy as much paint as it would in 1900 but it will go farther than the same amount expended in food stuffs, dry goods, house rent, etc., when the 1900 price of these articles is considered. The cost of paint ingredients is larger in proportion than for many years back, so that it is the maker and handler who are losing most as a result of the increases in price.

It is freely stated by paint men, too freely in fact, that many people will not buy this year owing to the price asked but will leave the painting of their houses or business premises to some future time. Instead of lamenting this fact—if it is a fact—the progressive dealer should get right out and endeavor to dissipate the mistaken notion. It is the simplest matter in the world to prove that postponing the purchase of paint is a "penny wise pound foolish" policy at the best. That by delay, the householder is leaving the matter to some future time when he will pay a higher price, is not at all improbable; that he is allowing his property to seriously deteriorate is positively certain. The old adage "a stitch in time saves nine" might be paraphrased to read, "a dollar spent for paint in time saves nine for repairs."

A Telling Argument.

Recently a Montreal dealer met a customer who announced his intention of leaving off the painting of his house awile, although, as he said, the place needed it badly. But after a brief conversation, this man changed his mind and put in his order. The arguments that the dealer advanced were somewhat along this line:

"You have an $8,000 house. It needs paint, but you are going to delay matters because paint costs a little more than it did some years ago. Now figure it up and you'll find that it will cost you to paint that house about $4 or $5 more than it did the last time it was decorated. You know as well as I do that a house needs paint to protect it from the weather and the inroads of time. But, rather than spend $4 or $5, you are prepared to let your handsome $8,000 house go to rack and ruin."

He did not need to proceed any farther with his line of argument, but he might have added. "Beefsteak costs you twice as much as it used to but you don't stop eating until prices come down. A suit of clothes costs you perhaps $10 more than it did not so long ago but you don't go around in your worn out clothes. Why then should you neglect your home, in order to wait for cheaper prices, which may never come?"

The paint dealer has a splendid line of selling arguments to use but, in many cases, is neglecting to use them, preferring instead seemingly to drive away prospective customers by talking high prices.

Spring is not far off and the paint season will soon be here. It is about time then that dealers turned over a new leaf in this important instance and began to work for a brisk season's trade.

The Early Circular Catches the Paint Trade

In Spring Time, Business Can be Roused by Circulars Sent Out to Householders—It is Necessary to Prepare Early and Give Attention to Copy.

Many hardware dealers, who have come to appreciate the full importance and the great possibilities of the paint department, adopt progressive measures to improve their trade. They advertise paints consistently and arrange window displays at regular intervals. Some do not stop at such measures but send out circulars to their customers, and prospects, at the seasons of the year when the mind of the householder is supposed to turn most readily to the subject of redecorating.

The accompanying illustration is a page from a catalogue, issued last fall by an enterprising hardwareman to residents in his district. The booklet in question was, as the page shown attests, neatly arranged, aptly illustrated and well written. The reading matter was right to the point and convincing. The expense involved was not great and the dealer did largely increased business, the additional turnover more than covering the outlay.



Spring is the Time.

The best time undoubtedly to issue paint circulars is in the early spring. About the time that the trees start to bud and nature begins to display her most radiant colors, man feels that he must do his best to keep up. He realizes for the first time how old and delapidated the woodwork on his home looks. The weather beaten and almost colorless verandah is put to shame by the verdant creeper that twines around it. The necessity for paint is shown on every hand by force of contrast. Any man, who takes an honest pride in his home and has any aesthetic taste, will lend a willing ear to a "paint talk" in the spring season. It is the "psychological moment" then for the dealer to advertise, to make his window displays and to send out his circulars. To strike while the iron is hot, is one of the secrets of successful advertising and certainly a bright circular sent out early in the spring season will carry its message to every home at the time best calculated to bring results.

Prepare Early.

To prepare a bright catalogue requires considerable time and means a lot of work. Time and attention must be given to the reading matter. The cuts must be carefuly selected and well arranged. To get the best results in the printing office, a certain length of time must be allowed; a "rush job" will not have the finished perfection desirable. It behooves the dealer, then, who contemplates, doing some advertising along this line, to start without delay on the work. If he leaves it until the last minute, the work will be hurriedly done and will show up incomplete and more or less ineffective.

DO A BIG PAINT BUSINESS IN 1911—USE

M. L. PAINTS

TO MAKE PROFIT

Living expenses are going up. Paint is a preservative. M. L. Paint, ready to use, is the best line a retailer can carry. Its cost is much lower relatively. A $10 sale of M. L. Paint covers this year construction worth $100, let us say. It protects that structure perfectly for 5 years, say. That construction worth $100 to-day may be worth $130 to $135 in 1916, if preserved, under the increased cost of the material that goes into it, figuring 1916 values.

Besides that saving from deterioration—protection, which is worth, say, $5 a year, the paint has really **made** an increased selling value of $35 for the users's property.

This means $25 added to $35, or a potential value of $60 in a $10 sale of M. L. Paint.

Paint is cheap—if it is M. L. Paint.

If it is not a paint that **protects**—not right—not the right material or the right grinding or mixing, or the right paint for weather protection, no dealer can afford to sell it.

A $10 sale of poor paint now may give 2 years' protection, worth $10 and a 3 year deterioration of the $100 construction mentioned. It is perhaps worth only $100 or $95 in 1916, through this loss. This is $40 less than the $135 valuation of a perfectly-protected $100 construction under 1916 increased-value higher-cost-of-living-then valuation.

The $10 poor-paint sale loses $15 in protection service and $40 in valuation loss and gives only $10 real service—$45 loss.

Mr. Dealer—you get the **benefit** of the $60 saving of M. L. paint against the $45 loss of poor paint, and the **hurt** poor paint does your business.

NOW, right now, stock up with **good** paint— rightly made.

It takes care of your future good-will and profits as a retailer—your prosperity.

It gives you standard 1911 paint profits NOW. It also works **for you** long after you made your M. L. sale to your customer.

Imperial Varnish & Color Company, Limited

6 Morse Street, Toronto

524 Beatty Street, Vancouver **106 Princess Street, Winnipeg**

THE VARNISH DOUGALL VARNISHES THAT LASTS LONGEST

Dougall Varnishes

The one satisfactory line for the man who wants the best.

Among the many good reasons why dealers find Dougall Varnishes most profitable is this:

Their Quality is Uniform

The barrel you sell this week is exactly as good as the one you sold last week. And the two you sell next week are the same through and through—uniform in excellence.

Every gallon must reach the Dougall standard of excellence before shipment.

By selling Dougall Varnishes you become *the* varnish dealer of your locality, because every succeeding gallon of Dougall Varnish you sell gives a boost to the reputation that started with the first gallon you sold.

You should read "*Quality and Economy in Varnish and Varnishing.*" It's free—Write for your copy.

THE DOUGALL VARNISH CO., Limited

J. S N. DOUGALL, President

Associated with Murphy Varnish Co., U.S.A. **625 St. Paul Street, MONTREAL**

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Feb. 2.—General trade has started off with a great deal of vim, more especially in the various lines dealt in by the hardware trade. Orders are coming in very satisfactorily and prospects indicate a good season.

In view of the new reciprocity tariff some uneasiness prevails among the larger manufacturers who cater for the implement, plough, waggon and allied industries. It is thought, however, that the slight check will only be temporary, and that the manufacturers of paint, varnishes and colors for agricultural implement purposes will soon resume its normal condition, which may be described as an exceedingly healthy one.

Linseed Oil.—Linseed oil keeps moving upward with monotonous, if not painful, regularity, and a break would seem to be welcome, if for nothing more than to lend some variety to the market. The fact is there is now really an indisposition to sell on account of great scarcity. Color makers are forced to carefully guard and husband their supplies simply because there is no oil in sight, even with a long distance telescope. Quotations have advanced 3 cts. a gallon this week. Prices for 1 to 4 barrel lots are now quoted at $1.14 for raw and $1.17 for boiled.

Turpentine.—Turpentine is extremely firm, with holders very conservative. Shipments to the shipping ports have been delayed by climatic conditions, and in all probability a further advance will likely be recorded. In the meantime, quotations are up one cent per gallon. Quotation for single barrel lots is now $1.10.

Ready Mixed Paints.—The dealers are now quickly realizing that in view of the unique linseed oil situation, indications point to an advance of at least 10 cts. per gallon, and the shrewd and far-seeing members of the trade are placing good sized orders without hesitancy. Immediate shipments are fair, and for forward delivery orders are exceedingly generous.

Varnishes and Japans.—Shellacs are steady and a healthy call prevails. The better kind of varnishes are reported to be in very good demand, and in all likelihood the cheaper grades of furniture varnishes, brown Japans, hard oil finish will, in view of the strength shown in turpentine and oil, be marked up in the near future.

TORONTO.

Toronto, Feb. 3.—The upward trend in prices was checked this week, but there is no sign of a recession. The figures set last week for linseed oil and turpentine were maintained firmly, and indications are that they will continue steady for the immediate future, at least. The shortage in both commodities is, if anything, a little more pronounced, and there is nothing in sight which promises relief for some time on this score.

The proposed tariff change on flaxseed, reducing it to the free list, would possibly bring a certain relief in linseed oil if put into effect at once, but even this seems problematical, as the price on both sides of the line is practically the same at the present time, despite tariff differences.

Linseed Oil.—The price quoted this week is $1.15 for raw and $1.18 for boiled, the same as last week. One local house quotes $1.17 and $1.20, but this is higher than the general price. On the other hand some lower quotations have been received, one house giving $1.12 and $1.15. There have been developments in the question of the available supply, and the fact that the Argentine crop is quite short has been satisfactorily verified. It is not anticipated, then, that the price will see any material reduction for some time. Advances are not considered at all likely, as the price is now thought to be at the highest point.

Turpentine.—Some quotations of $1.12 are heard, but the figure generally given is $1.15. This is the same as last week. Since that price was set there have been advances on the market at Savannah, and it now costs $1.06 to lay turpentine down in Toronto. The serious shortage at the base of supply is causing this steady uplift in cost. It was given out this week that the total supply at Savannah is only 8,000 barrels, while at this time last year 27,000 barrels were stocked at that port. This disparity illustrates forcibly why the price of turpentine has reached its present pitch.

Rosin.—The only advance of the week to date is in rosin. The price at Savannah has gone up 10 to 15 cents a barrel on all grades and, as a result, the local price has firmed up. The demand is seasonably small, however.

White Lead.—At time of writing, the price of white lead remains firm, but rumors of an advance are heard on every hand. After the meeting of the grinders in Montreal this week, more light will be thrown on likely developments in the market.

Putty.—There is a fairly good demand, prices remaining stationary. Standard putty is quoted at: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Varnishes and Japans.—The fact that fixed prices are not now quoted on varnishes makes the situation uncertain. Makers are constantly changing their quotations, owing to the advanced cost of oil and turpentine, and there is no concealing the fact that, if those commodities continue at present prices, varnishes are likely to advance. Shellacs are standing about the same.

Petroleum.—There is an active demand for coal oil and the price has been shaded a trifle. Canadian prime white which sold at 13 is now 12½c; United States water white, 14½ to 14c; Pratt's Astral, 17 to 16c. Benzine is now quoted at 15½c, a change of 1c from the previous figure.

Brief Paint Notes

A New Method.

Two men living in Holland claim to have invented an improved method for the manufacture of chemically pure zinc white, at the same time producing an electric current. It consists of first dissolving zinc in caustic soda under production of electrical current. The zinc oxide is precipitated from the solution by diluting the same and boiling it.

Don't Talk High Prices.

For some time Hardware and Metal has been urging on dealers the folly of talking high prices. The Paint, Oil and Drug Review speaks in the same strain, as follows: "For many months considerable time and talk has been given to high prices of ready mixed paint. The manufacturer and dealer alike have done their share, not from choice, but force of circumstances. It is time to discontinue this line of policy on both sides. There is no denial of the fact that there have been advances, and it is within the realm of possibility there may be still more, but that is not the point. The prices now established are not high, facts and figures have been printed and submitted to dealers to support this. It hurts the paint selling proposition to keep on harping about high prices, when such is not the case. The trouble in the past has been, paints were sold too cheap, and often without any profit, and at times at an actual loss. That ready mixed paint is selling on a basis which yields the manufacturer a reasonable profit is no reason to keep up the high price "howl," because that is a thing of the past. It also detracts from the energy that should be expended in making sales, and often defeats a customer intending to paint."

Oil From Peanuts.

An experiment has been tried at Magnolia, Miss., which appears to have had fairly satisfactory results. Peanuts were crushed in the standard oil mill machinery, and a good grade of oil secured. The cake left was quite suitable for stock feeding purposes. The once despised peanut seems destined to prove its commercial worth as well as its value as "brain food."

Out After Business.

These are busy days for the paint and oil traveler. Spring orders are being booked, and the traveling men as a result are not losing any time, but are right out after business. A salesman traveling out of Toronto states that one day last week he landed into a town of about 1,500 population and found three other men ahead of him on the same errand. Despite the keen opposition, he managed to secure several good-sized orders.



B-H "ENGLISH" PAINT

70% PURE WHITE LEAD
30% PURE WHITE ZINC

100% PURE PAINT

Why experiment when you don't have to?

You can settle the question of quality in paint for yourself and for your customers at once and for all time, by handling a paint bearing a formula guarantee showing that it is made on a white base of 70% pure white lead and 30% pure white zinc—100% pure paint.

This is the guarantee on every can of B-H "ENGLISH" Paint.

And all this large percentage of white lead is Brandram's B.B. Genuine---The standard of the world. We are in a position to use this large proportion of white lead because we are corroders and grinders of white lead---the only paint makers in Canada who corrode and grind white lead.

You recognize, and your customers recognize, that this guarantee formula means the highest grade of goods that can be made. It settles the question of quality—and quality counts.

Highest quality paint brings customers, brings them back again—and their friends with them.

Highest quality paint gives you confidence, and your clerks confidence, to go after business and to get business.

Write to-day for dealers' price list and data on the 1911 advertising campaign back of B-H "ENGLISH" Paint. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

C okson's or Hallett's, per lb....	0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 Main cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.	
Casting ingot	13 75	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron ,special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 30	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—	
22	3 75
24	3 75
26	4 00
28	4 25

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft.	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¼c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$47 00	44 45

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50 5 75
I X, 14x20 base	6 50 6 75
I X X, 14x20 base	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17, $4 45; No. 18, $3 10; No 19, $2 80 Al prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7,30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs., Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, H.O.	1 65
Brandram-Henderson s "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

TO THE TRADE:—

It is our earnest desire that our customers should feel that we wish to co-operate with them by every means in our power to help them in making sales of our Brushes. We look upon the Hardware and Paint and Oil Trade as our best distributors and we know that the only way we can help them is to give them well-made, honest and reliable goods and prompt service. We make our brushes right in quality and finish and are constantly improving and adding new and popular lines to our large range.

Orders will be filled promptly, but to enable us to carry out our part, we ask and expect our customers to place their orders early.

Any errors will be promptly and cheerfully rectified and if any goods should prove defective in any way or not according to orders, we will at once replace them without expense. We are extensive advertisers, which together with quality and value we recognize as being the best way to make our brushes popular and asked for by the consumer. We desire particularly to emphasize the great advantage and benefit to the dealer to handle good lines on which he can make a liberal margin of profit, rather than cheap lines which are not satisfactory to the user and which give the dealer little profit.

All Boeckh Brushes are branded, which constitutes a guarantee for wear and quality. We are always pleased to receive suggestions from customers which may help us to improve our goods.

Help us and we'll help you.

Yours very truly,
THE BOECKH BROS. COMPANY, LTD., Toronto, Canada

THE SURVIVAL OF THE FITTEST

Selling whiting, glue and color separately for kalsomined walls is a thing of the past. The more modern method of selling whiting, glue and color ready mixed, in packages labelled different names, is **ALSO** a thing of the past, or fast becoming so.

Any compound which can be kept over night or several days without spoiling is simply a preparation of glue and whiting or some other inert base, which depends on the glue in it to hold it to the surface, and in time decomposes, becomes diseased, rubs off and has to be washed off. The ever-growing public demand is for a pure and sanitary wall coating that will not rub off and is ready for use with cold water.

ALABASTINE

fulfills the public demand. Made from crystaline Alabaster Rock, it is a cement that sets and hardens on the wall and improves with age. It is pure, permanent and sanitary, and as such

HAS NO COMPETITOR

ALABASTINE is being more and more fully appreciated by the public, and the orders are coming in by leaps and bounds.

Fortunately we have opened a new mine, and our additional $60,000.00 plant is nearly complete, we expect to fill all orders promptly and on time; but we advise you to order **NOW**.

The ALABASTINE CO., Limited, PARIS, Ont.

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.		0 12½
U S. Water white "		0 14
U.S. Pratt's astral "		0 16
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 15
Wood Turpentine		0 80
Linseed Oil, " raw	1 11	1 15
" " boiled	1 14	1 18
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	Cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 95
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Cee Pee Co. enamel		4 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		3 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

oronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less
Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $8; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts		3 30
" " "		4 00
" " "		5 28
" " "		7 26
" " "		8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	2 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.	"	6 75
" " 8-in.	"	6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 n	per 100 lb.	4 50
over 12 in	"	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

⅜ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO
NEVER LEAK ROOFING
The GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old style *tin caps* for Congo, but *galvanized caps* which never rust.

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by a little investigation. As to its wearing properties—we guarantee them. Can any reasonable man ask more? Further information on request.

UNITED ROOFING AND MFG. CO
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co. Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont. Fife Hardware Co., Fort William, Ont.

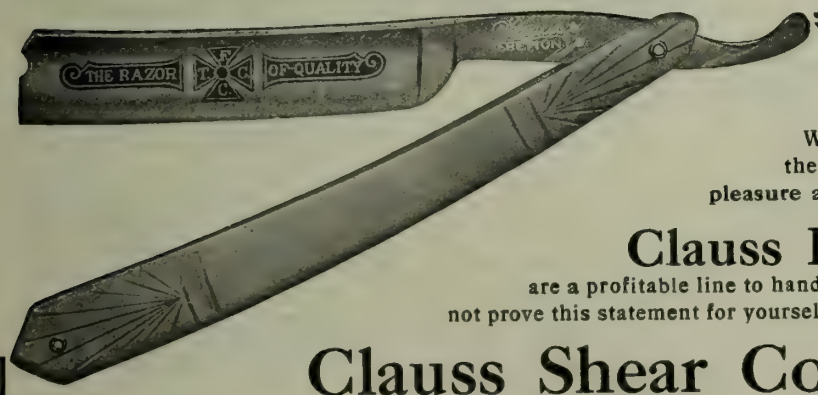
IT IS THE WIDE AWAKE DEALER

who gets the lead in the building trade. CONTRACTORS know the man who sells the right ROOFING and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always. Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces



"The Razor of Quality"

We can call our Razors by no name which describe them more aptly than this. They make shaving a pleasure and give absolute and perfect satisfaction.

Clauss Razors and Shears

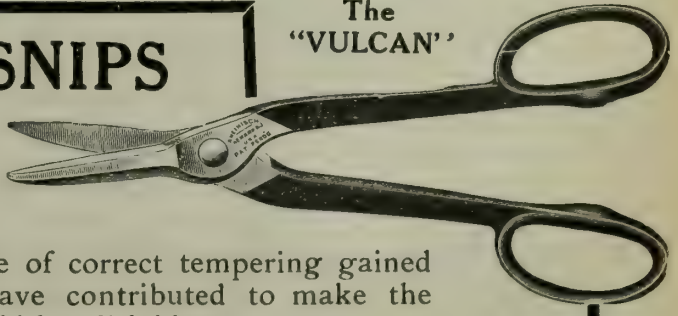
are a profitable line to handle because they invariably give satisfaction. Why not prove this statement for yourselves? Send for our catalogue.

Clauss Shear Company

169 Spadina Ave.
TORONTO

HEINISCH TINNER SNIPS

The "VULCAN"



Out illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world. Sold by all jobbers.

TAILORS' SHEARS

R. Heinisch's Sons Company
Newark, N J., U.S.A.

TRIMMERS SCISSORS

ENTVER
Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE
White ware, 75 per cent.
Loudon and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.
Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star A1 chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS
3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE
Competition grade lawn hose, 70 and 5.

LAWN MOWERS
Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.
Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS
Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES
Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33¾ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.
Plumbers ....per 100 lb. 4 50

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS
Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.
Discount 35 per cent.
10-qt. flaring sap buckets. 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.

PUMPS.
Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	10 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75

Clauss Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet...per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.
Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.
Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.
No. 8, per lb 0 32

SAWS.
Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand. 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.
Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.
Gurney Standard, 35; Champion, 45 p c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS
Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SCISSORS AND SHEARS
Clauss, nickel scissors and shears, 60; Japar 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS
No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.
Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.
Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.
Harness, 25 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.
Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS
Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.
No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 12
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 60
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS
Disston's, 10 per cent.

THERMOMETERS
Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Cbokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES
Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES
Agricultural, 67½ p.c.

WROUGHT IRON WASHERS
Canadian, 50 per cent.

Every Satisfied Customer



comes back again and again to your store. That's the biggest "ad" you have. No newspaper, no talk, no anything can bring you similar results.

To satisfy—you must have the goods. Are you SURE you have them? Let

RAMSAY'S PAINTS

demonstrate just what we mean. We have the goods. You can have them for the fair price you must pay for the proper quality. Let us tell you about it.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

INGOT METALS

FOR

Aluminum — Antimony
Copper — Spelter
Lead — Tin

Enquire first at "The Metals House."

A. C. LESLIE & CO., LIMITED

MONTREAL



TALKS ON PAINT SELLING

No. 12

The S-W Decorative Department is one of the new ideas developed by this Company as an aid to the sale of its products.

It is composed of a staff of specially trained artists and decorators whose sole business it is to study the best in all decorative arts and supply full suggestions for correct and artistic household decoration to the hundreds of property owners and others who write for them.

These suggestions not only include directions for the proper color treatment of interior walls and woodwork. They include, where desired, actual color plates specially prepared to fit each case. They further include suggestions for the kind and color of hangings, upholstery and carpets. The plans insure tasteful and individual effects.

This service is absolutely free and entails no obligation on the inquirer.

Can you afford to miss the opportunity to secure this service for your customers? It is part of the Sherwin-Williams Agency System.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Alabastine Co ... 51
American Shearer Co. 20
Anthony, M. B. 20
Armstrong Bros. Tool Co. 21 66
Atkins & Co., E. C ... 6
Atlas Mfg. Co. 20
Auer Light Co. 19
Aylmer Pump and Scale Co. 19

Banwell Hoxie Wire Fence Co. 67
Barber Asphalt Paving Co. 23
Barnett, G. & H. Co. ... outside back cover
Barnet Mfg. Co. 24
Barton Netting Co. 15
Belleville Hdw. & Lock Mfg. Co., Ltd. 1
Bemis & Call Hardware and Tool Co. 72
Bigsley & Sons W. T. ... 64
Bissell Carpet Sweeper Co. 61
Boeckh Bros. 51
Bosse & Banks. 20
Bowser, S. F., & Co., Ltd. 62
Brandram-Henderson, Ltd. 49
Bridgeport Hdw. Mfg. Corp. 29
British American Assurance Co. 73
Brown Boggs Co., Ltd. 78
Buffalo Mfg. Co. 76
Burrow Stewart & Milne Co., Ltd. 16

Cameron & Campbell. 20
Canada Bolt and Nut Co. 27
Canada Cement Co. 15
Canada Foundry Co. 72
Canada Glue Co. 6
Canada Metal Co. 20 23
Canada Paint Co. 57
Canada Steel Goods Co. 8
Canada Wire Goods Mfg. Co. 72
Canadian Copper Co. 70
Canadian Hart Wheels. 20
Canadian Sales & Mfg. Co. 21
Caverhill, Learmont & Co. 5
Cavers Bros. 73
Chadeloid Chemical Co. 61
Chicago Spring Butt Co. 1
Christy Safety Razor Co., Ltd. 2
Clauss Shear Co. 53
Collins Mfg. Co. 20
Connor, J. H., & Son. 79
Consolidated Plate Glass Co. 70
Copp, W. J., Sons & Co. 59
Covert Mfg. Co. 21
Cowan & Britton. 69
Cummer Dowswell, Ltd. 18

Davidson, Thos., Mfg. Co. 8
Directory of Manufacturers. 20 21
Disston, Henry, & Son. 9
Dominion Cartridge Co. 30
Dominion Roofing Co., Ltd. 28
Dominion Wire Mfg. Co. 78
Dorken Bros. ... outside front cover. 75
Dougall Varnish Co. 47

Ford Auger Bit Co. 72
Frothingham & Workman, Ltd. 4

Gendron Mfg. Co. Ltd. 65
Gibb, Alexander. 20
Gilbertson, W., & Co. 19
Gillette Safety Razor Co. inside front cover
Gipe Carrier Co., The. 73
Glidden Varnish Co. 64
Goodell-Pratt Co. 71
Goodhue & Co., Ltd., J. L. 72
Gravel, Ludger. 70
Greening, B., Wire Co. 74
Grove Chemical Co. 73
Gutta Percha & Rubber Mfg. Co. outside back cover

Hamilton Cotton Co. 21
Harrington & Richardson Arms Co. 67
Harris, J. W., Co. 64
Heinisch, R., Sons Co. 53
Hill, Jas., & Co. 19
Hobart Bros. & Co., Ltd. 11
Hohlfeld Mfg Co. 74
Household Convenience Co. 29
Howland, H. S., Sons & Co. 7
Humphreys, W. R., & Co., Ltd. 22
Hutton, Jas., & Co. 72

Imperial Varnish and Color Co. 47
International Varnish Co. 63

James & Reid. 20
Jardine, A. B., & Co. 19
Jenkins Bros. 68
Jenkins & Hardy. 21
Jones & Atwood, Ltd. 17

Kerr Engine Co. ... inside back cover
Kyle, P. 20

Laidlaw Bale Tie Co. 25
Leslie, A. C., & Co. 55
Lewis Bros., Ltd. 3
Lindsay, Chas. 21
London Foundry Co. 76
London Bolt and Hinge Works. 20
London Rolling Mill Co. 59
Lufkin Rule Co. ... inside back cover
Lysaght, John. ... outside front cover

McArthur, Alex., & Co. 53
McClary Mfg. Co. 14
McDougall, R., Co. 29
McGlashan-Clarke Co., Ltd. 25
McKinnon Chain Co. 69
MacLaren & Co. 27

Magnolia Metal Co. 18
Martin-Senour Co. 55
Maxwell, D., & Sons. 25
Mayo & Brown. 21
Metal Shingle and Siding Co. 68 73
Metallic Roofing Co. 2
Mitchell & Co., David. 20
Montreal Rolling Mills Co. 57
Moore, Benjamin, & Co. 64
Morrill, Chas. 61
Morris & Bailey Steel Co. 25
Morrison, James, Brass Mfg. Co. 22
Myers & Bro., F. E. 21

National Hardware Co. 69
Newman, W., & Sons. 20
Newmark, Louis. 16
Nicholson File Co. 26
North Bros. Mfg. Co. 1
Nova Scotia Steel and Coal Co. 21

Oakey, John, & Sons. 19
Oneida Community. 11 79
Ontario Lantern & Lamp Co., Ltd. 24
Otterville Mfg. Co. 72
Owen Sound Wire Fence Co. 26

Parmenter Bullock Co., The. 20
Paterson Mfg. Co. 53
Pearson, Geo. D. & Co. 21
Pease Foundry Co. 59
Peterborough Lock Co. ... inside back cover
Pilkington Bros. 65
Pinchin Johnson & Co., Ltd. 62
Pink, Thos. 77
Plymouth Cordage Co. 12

Ramsay, A., & Son Co. 55
Robertson Mfg. Co., Ltd., P. L. 73
Ross Rifle Co. 80

Salyerds, E. B. 28
Samuel, M. & L., Benjamin, & Co. 76
Schuchardt & Schutte. 28
Seymour, Henry T., Shear Co. 70
Sharratt & Newth. 21
Shaw, A., & Son. 21
Sherwin-Williams Co. 55
Sheet Metal Products Co. 30
Shurly Dietrich Co. Ltd. 75
Simonds Canada Saw Co. 26
Slocomb Co., J. T. 29
Sonne, Thos., sr. 20
Spear & Jackson, Ltd. 66
Standard Paint and Varnish Co. 59
Stanley Rule and Level Co. 13
Stanley Works, The. ... outside back cover
Steel Co. of Canada, Ltd. 80
Stevens, Ernest, Ltd. 17
Stevens-Hepner Co. 79
Stewart Mfg. Co., Jas., Ltd. 16
Still, J. H., Mfg. Co. ... inside back cover
Success Stove Works. 60

Taylor-Forbes Co. ... outside front cover
Thompson, B. & S. H. ... outside back cover
Tobin Arms Mfg. Co., Ltd. 9
Toronto Plate Glass Importing Co. 21
Toronto Silver Plate Co. 10

Want Ads. 61
Warminton, J. N. 21
Western Assurance Co. 73
Western Distributors, Ltd. 20
Western Wire and Nail Co. 21
White Mop Wringer Co. 19
Whitman & Barnes Mfg. Co. 77
Whittock & Marlatt. 20
Winnipeg Paint and Glass Co., Ltd. 57
Woodstock Wagon & Mfg. Co. 19
Wright, E. T., & Co. 75

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New Yor

Box Strapping
J. N. Warminton, Montreal

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg Co. West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co. Montreal
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co. Toronto.
McClary Mfg. Co., Toronto

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal
Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co., Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton



BEWARE OF "BUNKUM" AND "TOMMY ROT" IN ADVERTISING!

THE "ELEPHANT" WHITE LEAD

STILL PUSHES ALL COMPETITORS ASIDE AND MAINTAINS ITS PRESTIGE.

UNEQUALLED FOR DENSITY, BRILLIANCY, COVERING PROPERTIES AND DURABILITY.

THE CANADA PAINT COMPANY, LIMITED



Keep Your Stock Moving

By Displaying it to advantage
By Making it more accessible
By Drawing custom through an attractive store

SHOWCASES

will do all this for you, and more.
They will economize your space.

WRITE US FOR ILLUSTRATIONS.

THE WINNIPEG PAINT AND GLASS Co LTD
EVERYTHING FOR A BUILDING

EDMONTON - - - WINNIPEG

THE CALGARY PAINT & GLASS COMPANY

"M.R.M." Horse Nails



Blacksmiths to-day demand Horse Nails of reliable quality.

"M.R.M." Horse Nails meet this demand, being made from Swedish soft steel rods by the new cold process, possessing great holding and driving qualities.

Hardware dealers can make a good profit by stocking this popular brand of Horse Nails.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Hammocks
Hohlfeld Mfg. Co., Philadelphia

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
E. B. Salyerds, Preston.
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern and Lamp Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Lights, Gas
Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Christy Safety Razor Co. Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
Kemp Mfg. Co., Toronto
McClary's, London, Ont.
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterworth Fdy. Co., Ottawa
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal
U.S, Steel Products Export Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co. Toronto
McDougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montrea
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

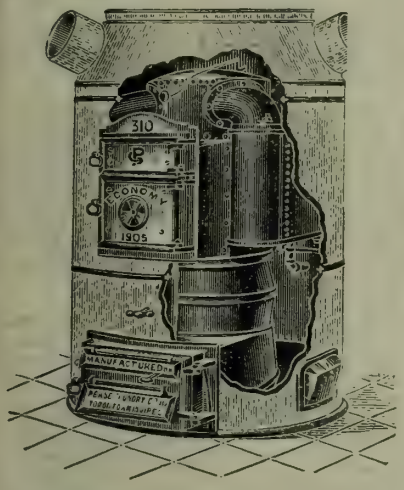
Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam. Registers &c

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

KEEP WIDE AWAKE!

Your nearest competitor is very much alive to the chances of getting your trade away from you, but you will have a powerful lever to move business to your store and **to keep it there,** if you carry

New Era Paint

This paint keeps its colour better, lasts longer and covers a greater surface than many higher-priced paints. It is pure and moderately priced. Get our prices.

Standard Paint & Varnish Works Co.
WINDSOR, ONT. LIMITED

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents. Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Winnipeg

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

ARTICLES FOR SALE

FOR SALE—12-in. 4-jaw chuck, Armstrong tool holders, lathe tools. 2 large iron pulleys, 1 large wood pulley, nickelp ating and polishing outfit. Box 23, Tillsonbu g, Ont. (5)

BUSINESS CHANCES

FOR SALE—Hardware and furniture business in a good town on the main line of the C.P.R. Stock $10,000. Turnover $25,000. An A1 proposition. Reply to Box 1069, HARDWARE AND METAL, Toronto. (5)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

FOR SALE—Hardware, tinsmith and plumbing business in a live town. Good reasons for selling. Box 1075, HARDWARE AND METAL, Toronto. (5tf)

FOR SALE—In thriving Ontario village, a well established stove, hardware and jobbing business composed of eavetroughing, roofing, furnace work and plumbing, shop and house combined. Also good barn, splendid set of tools and stock. Will sell or rent tools and premises. Stock at present $1,500, can be reduced if necessary. Possession can be given at once. Good reasons for selling. Splendid chance for young man, as only moderate capital is needed. Box 1076, HARDWARE AND METAL, Toronto. (7)

WANTED—Hardware, Stove and Tinware business in good village or town. Give price and particulars. J. E. HUSSEY, Box 2, Melbourne, Ont. (5)

SITUATIONS VACANT

WHOLESALE hardware house has vacancy for man with practical hardware experience, who is experienced in office work. Duties, freight and customs work, computing costs and prices, etc. Application by letter and must contain complete particulars regarding previous experiences, references, etc. Good salary to capable man. MERRICK-ANDERSON CO., Winnipeg, Man. (4)

WANTED—An experienced hardwareman for the retail trade. Applicant to state for whom he has worked, length of time in each place, and with whom he is now employed. State age, nationality, married or single, abstainer or otherwise, and the earliest date could start; also stating the salary expected and if he has had any experience in soliciting outside trade. All correspondence confidential. THE BRANDON HARDWARE CO., Limited, Brandon, Manitoba. (6)

WANTED—A tinsmith and plumber for the 1st March, or sooner, a man capable of taking charge of shop. Must have a thorough knowledge of tinsmithing and furnace work and a fair knowledge of plumbing. In applying, state age, nationality, married or single, abstainer or otherwise; also state the number of years applicant worked in different shops and with whom he is at present. State wages expected. Correspondence strictly confidential. THE BRANDON HARDWARE CO., Ltd., Brandon, Manitoba. (6)

SITUATIONS WANTED

TRAVELER, having twelve years' connection with hardware trade through Quebec and Maritime Provinces, is open for position March 1st Has been six years with present employers. Excellent references. Salary or commission. Address H.H., care HARDWARE AND METAL, Montreal. (7)

WANTED—Position as hardware clerk, having four years' experience. A1 references. Address G. E. BAGSHAW, Sunderland, Ont. (5)

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DURING 1910 the MONARCH displaced hundreds of Typewriters of all makes. In 1911 we anticipate a still greater demand. We have cut down the allowance on these second hand machines and consequently can sell them cheaper to you. They are carefully rebuilt and are guaranteed to give satisfaction or your money back. If you want a good, strong, clean working Typewriter at a mere fraction of the original cost, write us for catalogue. THE MONARCH TYPEWRITER CO., Ltd., 46 Adelaide Street West, Toronto, Ont.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

AGENT WANTED

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto

FOR SALE

GREAT OPPORTUNITY

The original iron patterns and follow board in good condition:

2 sizes, Nos. 6 and 7 leg Ranges			
4	"	"	12, 14, 16 & 18 Oaks
4	"	"	13, 15, 17 & 20 Cannon
5	"	"	8, 9, 10 & 12 Cylinder
4	"	"	3, 4, 5 & 6 Fancy Globe
8	"	"	18, 22, 25, 30, 34 & 36

BOX 1073, HARDWARE AND METAL TORONTO (6)

The Customer's O.K.

MAKES THE PAINT BUSINESS PAY

The corner-stone of every successful business is the O. K. of its customers.

Satisfied customers have saved many a business from ruin, even in the face of mismanagement. But the mismanagement that dispenses inferior qualities and ignores the customer's interest will soon strangle the most lusty infant industry.

Martin-Senour Paint

100 PER CENT PURE

is the paint that wins the hearty approval of everybody that buys it.

Therefore, if you want the right kind of a corner-stone under your paint business, Mr. Dealer, here is the paint that will place it there — it is **the** Paint that gets the O. K. from every customer. Its quality commands it — the necessity for quality demands it. Durability makes it economical — it satisfies the customers as no other paint satisfies — that is what gets the O. K. and piles up profit for the dealer. The Sales Agency for your town will place a solid corner-stone under you.

Write for it today.



THE MARTIN-SENOUR CO., Limited

Montreal — **Pioneers Pure Paint** — **Chicago**

The Winnipeg Paint & Glass Co., Ltd. WINNIPEG

The Maritime Paint & Varnish Co., Ltd. HALIFAX, N. S.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

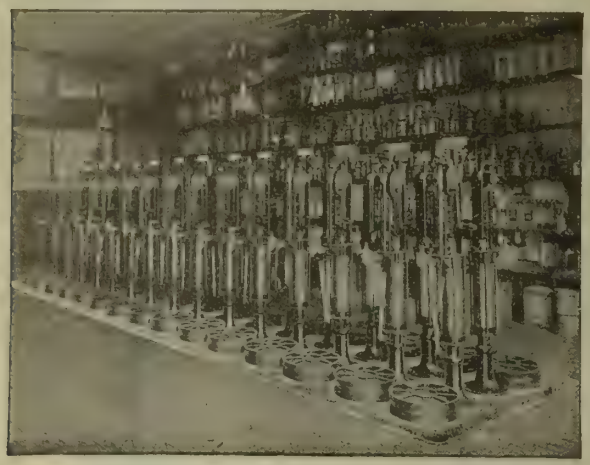
	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	"Taxite"
International Varnish Co, Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapco"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.

66-68 Fraser Ave., Toronto, Ont.



Large Corporations use Minerva Paints and Varnishes

The "British Admiralty," the largest railroads, steamship companies and steamship builders in the world and the largest and most prominent decorators are constant users of Minerva products.

That's the real proof of Minerva quality—the quality that insures increased profit and reputation for the Minerva dealer.

Minerva Paints and Varnishes

are made from the purest and best adapted materials obtainable by the most modern scientific methods.

Under all conditions and in all climes they have stood the test. Minerva Paints and Varnishes are always marketed in Full Imperial Measure Packages and are backed by 76 years of Paint experience.

Is there a Minerva dealer in your town? Write to-day for the Minerva proposition and dealer's PRICE LIST.

PINCHIN, JOHNSON & CO.
(Canada) LIMITED

377-387 Carlaw Ave. TORONTO, ONT.

C50



"All International Varnish Products are Sold in Full Imperial Measure Cans"

Figure out what that means to the average Hardware Merchant.

Many are willing to testify right over their signatures that it means trade Insurance—a permanent patronage.

Simply because it means more satisfaction and better goods for their customers at the same money.

Every International Varnish Product is hall-marked "Superior Quality."

Elastica, Lacqueret, Satinette, Flattine and *Wood Stains*—all conserve and build up your reputation and give you a reasonable profit.

You can confidently expect repeat orders when you specify International Products.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A 23

JAP-A-LAC

A HIGH GRADE

VARNISH AND STAIN COMBINED

NEW LIST PRICES--- In October we notified the trade by mail of the list prices effective November 1st. We were compelled to make this advance owing to the continued increase in the cost of raw materials, so that we could maintain the high standard quality of JAP-A-LAC that has always characterized the goods. The list prices of JAP-A-LAC are as follows:

ALL COLORS EXCEPT GOLD AND ALUMINUM

1-Gal. can Imperial Measure	Each, $3.50	Covers 480 sq. ft. (2 coats)	
½-Gal. can	" 1.95	" 240	"
Quart can	" 1.10	" 120	"
Pint can	" .60	" 60	"
½-Pint. can	" .35	" 30	"
¼-Pint. can	" .25	" 15	"

GOLD		ALUMINUM	
Size No. 3	Each, $1.10	Size No. 3	Each, .60
Size No. 2	Each, .60	Size No. 2	Each, .35
Size No. 1	Each, .35	Size No. 1	Each, .25

JAP-A-LAC Crack and Crevice Filler, 2½ lb. packages, each ..... .50
JAP-A-LAC Crack and Crevice Filler, 1 lb. packages, each ..... .25
(One pound is sufficient for about 40 sq. ft. of surface)
JAP-A-LAC GRAINING TOOL (except when sold in the Model Floor Set) ..... .50
JAP-A-LAC GRAINING COLOR Size No. 1 each ..... .30
(One Jar of Graining Color is sufficient to grain about 100 sq. ft.)
JAP-A-LAC Model Floor Set, each $3.25

The above prices apply to sales in the Dominion of Canada only.

In order that all dealers may have no difficulty in obtaining the present list price, we are supplying the trade with small stickers to be attached to the cans, showing the prices now in effect. We shall be very glad to forward as many stickers as required, upon request, to any dealers.

We urgently request all dealers to secure the new prices on JAP-A-LAC. The high cost of raw materials warrants the list prices charged, and in order to maintain a uniform selling price we wish all dealers to secure the prices now in effect.

PROFIT--- The trade discount on JAP-A-LAC is 30 p.c. from the list prices, producing a profit on the cost of the goods of 42.85 p.c. In addition to this discount, JAP-A-LAC may be purchased under a special contract, providing for a further allowance as follows:

10% on purchases amounting to $100, and less than $250 (producing a profit of 58.73%)
15% on purchases amounting to $250, or more, - - (producing a profit of 68.06%)

This contract includes purchases not only of JAP-A-LAC, but of our Green Label Line of Architectural Varnishes and Advanced Finishes for modern building construction as well, thus making it possible for the smallest dealer to earn the maximum allowance by combining his purchases of JAP-A-LAC and general finishing materials.

Look over your stock and send in your spring order at once. Don't neglect to order a liberal supply of Gold and Aluminum JAP-A-LAC, as these Specialties are particularly rapid sellers.

The Glidden Varnish Company, Toronto, Ontario

CLEVELAND CHICAGO NEW YORK ST. LOUIS TORONTO

Glidden

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C---5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal

We require reliable agents in: WINNIPEG, FOR MANITOBA AND SASKATCHEWAN.
CALGARY, FOR ALBERTA. VANCOUVER, FOR BRITISH COLUMBIA.

Only those with a knowledge of the Varnish, Enamel and Printing Ink Trades need apply.

Two Profitable Lines for Spring Selling!

Silicate of Iron Barn and Roof Paints

GET OUR PRICES.

Wagon and Implement Paints

The Silicate of Iron Paint is specially prepared for use on barns, roofs, fences, factories, freight cars, water tanks, elevators and iron work, and is highly recommended as effective and durable when used for these purposes.

The Wagon Paint requires no varnish and gives a beautiful finish to farm wagons, implements and tools, besides prolonging their life.

Can be easily applied by anyone.

Let your customers know you handle these lines. They will be wanting them before long.

Benjamin Moore & Co., Ltd.

WEST TORONTO

NEW YORK .:. CLEVELAND .:. CHICAGO

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

When writing advertisers kindly mention having seen the advertisement in this paper.

You Pay No Duty

The **Gendron Folder** is made in Canada by expert Canadian workmen. The duty and annoyance of customs are eliminated, and separate parts can be supplied quickly and conveniently to you. Here is a leader you should know.



No. 253

Collapsible Go-Carts

opened or closed by one simple and easy motion. They fold compactly and are easily carried. Complete with hood and rubber tires from **$6.80** up to **$24.50** List.

20 STYLES TO SELECT FROM

Make more profit and satisfy all your customers by selling **Gendron** goods. Order this go-cart now, No. 253, as a sample. Send for "Grade A. Catalogue," showing full assortment. Write to-day.

TORONTO Gendron CANADA

Complete lines of Children's Carriages, Sleighs, Waggons, Reed Furniture, Invalid Chairs and Bathroom Fittings.

The GENDRON MANUFACTURING CO., Ltd.
TORONTO, CANADA B23

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

L M & C

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

PILKINGTON BROTHERS, LIMITED

St. Helens, Lancashire, England

MANUFACTURERS OF ALL KINDS OF

BRITISH WINDOW GLASS

Polished Plate Glass

Plain and Bevelled Mirrors

Picture and Car Glass

Prismatic Glass

Cast Ribbed and Polished Wire Glass

BRITISH SHEET GLASS ✱P.B.✱

TRADE MARK.

Cast and Ribbed Rolled Glass Leaded Lights

Wire Screens

Plain and Figured Cathedral Glass

Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

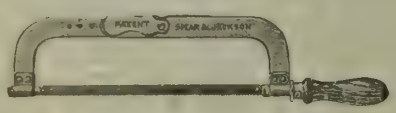
CANADIAN OFFICES AND DEPOTS:

Montreal	Toronto	Winnipeg	Vancouver
Busby Lane	Mercer Street	Market Street	Columbia Ave.

"THE NAME'S THE GUARANTEE"

ON ALL OUR GOODS

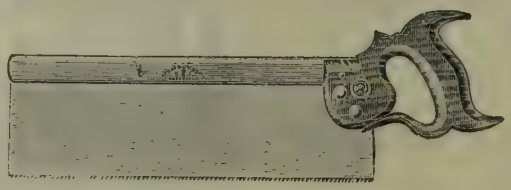
BACKED BY 130 YEARS' EXPERIENCE



Hack Saw—No. 126



Hack Saw, frame open—No. 126



Back Saw—No. 260

The Best **Back Saw Made**

Write TO-DAY for our splendid NEW TOOL CATALOGUE of Saws, Chisels, Gouges; Garden, Tinmen's, Joiners', Carpenters', Plumbers', Masons' and Bricklayers' Tools. "Mermaid" High Speed and Mining Steel.

YOU WILL FIND SAME OF INTEREST TO YOU.

Sole Canadian Representative:
J. A. HENDERSON
Metals and Hardware Montreal, Can.

SPEAR & JACKSON, Limited
SHEFFIELD, ENG.

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

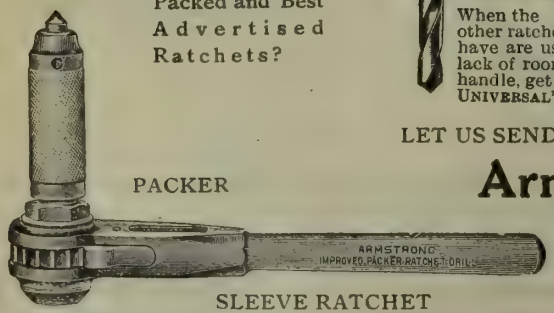


When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.

LET US SEND YOU A CATALOG



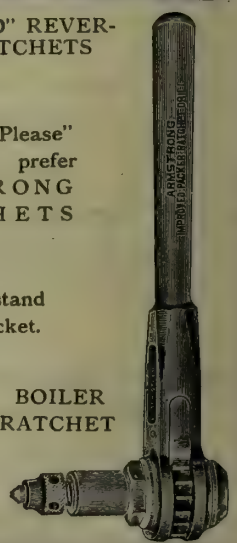
PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



BOILER RATCHET

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaehes the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

GOOD PROFIT AND GREAT SATSIFACTION
IN SELLING THIS

PEERLESS JR. POULTRY FENCE



It is a fence that serves a double purpose, close enough to keep poultry enclosed, strong enough to turn the heaviest cattle. It is a fence that appeals at sight to any good farmer—so strong, yet so easily handled, so cheap considering its manifest superiority. Peerless Jr. is stretched into place just like an ordinary field fence. No top rail or bottom board.

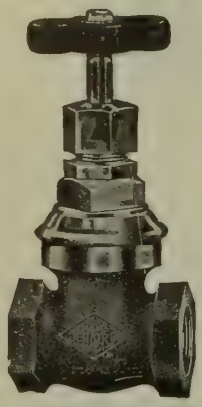
Peerless Fence is half sold for you before you buy it—our advertising means money to you.

Peerless Jr. is made in two styles, one 18 wires 48 inches high; the other, 20 wires 60 inches high. No. 9 gauge selvage wire, other wires No. 13; gauge stays 8 inches apart. Made up in 10, 20, 30 and 40 rod rolls.

BANWELL-HOXIE WIRE FENCE CO.
Winnipeg, Manitoba *Hamilton, Ontario*

We also manufacture a full line of farm fencing, ornamental fence, gates, etc.





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

You get what you want when you want it—

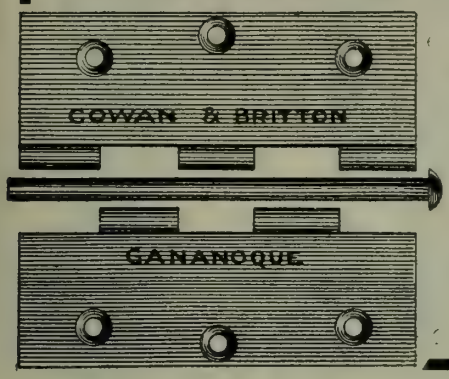
Depend on us for prompt shipments of any of the many specialties we make. For we carry stocks at both our factories that are big enough always to take care of your orders QUICK. And that ought to count with you.

ACORN GALVANIZED SHEETS

You should ask at once about the new proposition we are ready to make you on "Acorn Quality" Plain Galvanized Sheets. We can now make you a better offer on these top-notch goods than you can get on import orders of the usual kind. And you know, probably, that you can bank on the quality of "Acorn Quality." Every sheet is dead flat; soft, easy working, and so rolled and galvanized as to meet the difficult conditions of the British Government Specifications. Write us for particulars NOW -before it slips your mind.

The METAL SHINGLE & SIDING CO., Ltd. Preston, Ontario

STOP DRIVING AWAY TRADE!



No line you handle reflects the quality of your whole stock like your Builders' Hardware. COWAN & BRITTON Goods are of the very highest quality, and never fail to satisfy. And they cost no more than inferior articles. We are the oldest and largest makers of Butt Hinges and Hardware in Canada.

ISN'T THIS THE LINE TO FEATURE? ORDER TO-DAY.

Cowan & Britton, :: Gananoque, Ont.

ESTABLISHED 1861.

McKinnon Chain Company

Office: BUFFALO, N.Y. **Factory: ST. CATHARINES, ONT.**

Manufacturers of

Electric-Welded Chain

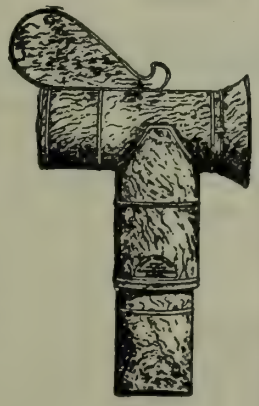
A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT, and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

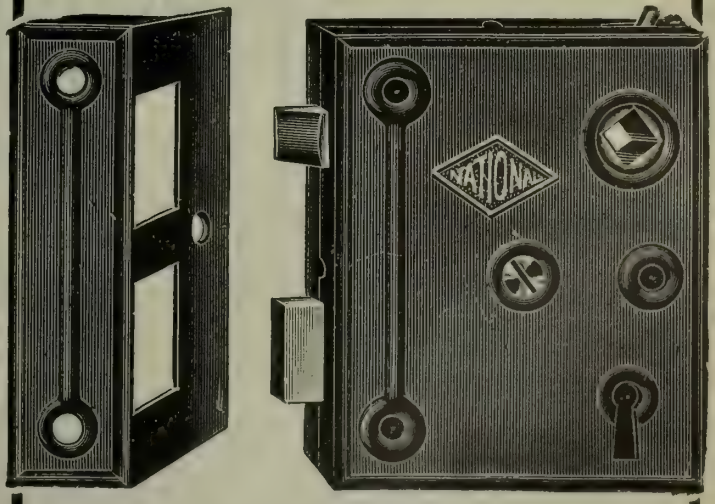
General Contractors and Manufacturers

Montreal

YOU CAN HANDLE NO ARTICLE

which will do more to strengthen your hold upon the Builders' Hardware Trade than the

National Steel Rim Lock



Ask Your Jobber for this Brand

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

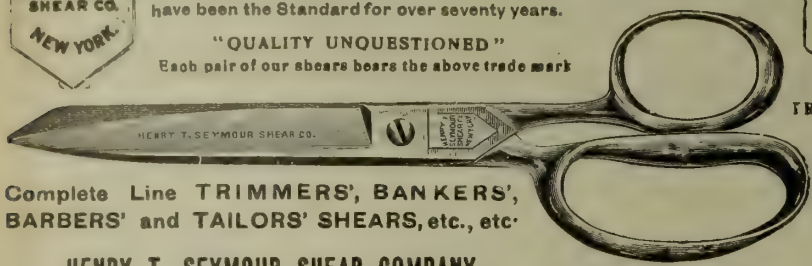
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

GOOD QUALITY

GOOD PRICES

GOOD FIRM

MR. HARDWARE MAN!

CAN YOU BEAT SUCH A COMBINATION?

TRY US WITH YOUR NEXT ORDER FOR

GLASS

OUR PICTURE GLASS IS 2nds QUALITY EVERY LIGHT PAPERED

The Consolidated Plate Glass Co.

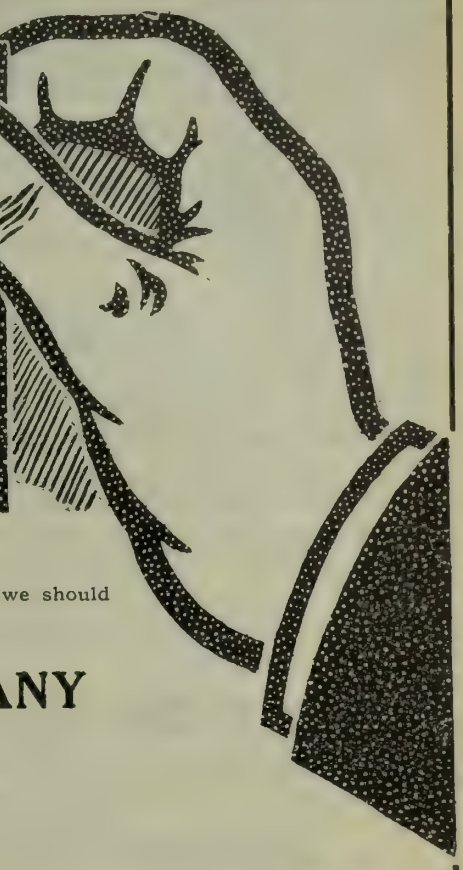
of Canada Limited

TORONTO

WINNIPEG MONTREAL



108



This is the number of the FINEST AUTOMATIC DRILL made.
If you do not know about its special features and superior construction we should be glad to explain

SPECIFY THIS NUMBER WHEN ORDERING.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

Bissell's Free Selling Aids

To the Trade:—

Second only to the interest we had in selling our product to the dealer, is the interest we feel in helping him dispose of our goods, and here are a few of the aids we offer you free:

Attractive display cards for store and window use,
Striking electrotypes for use in advertising,
Attractive and convenient racks for displaying our sweepers,
Wood panel sign (something entirely new and very fine),
Street car cards, hangers, price cards, circulars, etc.

Upon request we will send you proof sheet of attractive electrotypes; also, if you request it, we shall be glad to have our advertising department prepare for you a strong, convincing advertisement of the Bissell Sweeper, suitable for such space as you may wish to use.

Our Ball Bearing line is now in demand everywhere, and constitutes over three-fourths of our entire business. Please bear in mind that the Ball Bearing Sweeper not only sells easiest, and gives the best satisfaction, but also *pays you the best profit.*

BISSELL CARPET SWEEPER CO.

BRANCHES:
New York (Eastern Office, Salesroom and Export Dept.), 25 Warren St.
Niagara Falls, Can. (Factory); London, Eng.; Paris, France.

Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World.

Grand Rapids, Mich.

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED SHEET METAL

We have recently installed a perforating plant and are in a position to supply any sizes of perforation in any kind of sheet metal.

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

WHAT ARE YOU DOING

to prevent orders for leather belting going direct from local users to manufacturers? This is your trade and you will find that an assortment of Goodhue's

LEATHER BELTING

in the stock sizes, aggressively displayed and advertised, will bring the trade to you. Just try it. Begin by writing us for Price List.

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.
The most generously handled belting factory in Canada

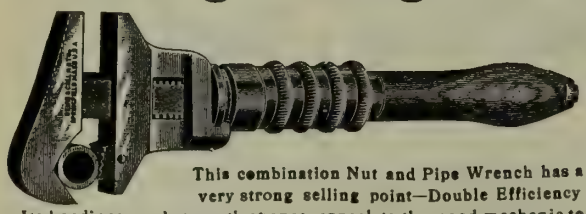
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO. ONT

EUROPEAN OFFICE: 116 HOLBORN. LONDON E.C. ENG.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C FOSTER, Secretary

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

When in the market for

Glues, Gelatine, Size, etc.

you often have to order goods without having time to get quotations, etc. Get our lists now and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

The Improved Automatic Compressed-Air Sprayer

Best Hand Sprayer on the market at the price Will run continuously for 6 to 10 minutes. Invaluable for Greenhouses; handiest machine for spraying Potatoes, Small Fruits, Cattle, Poultry; for Whitewashing Outhouses, etc.

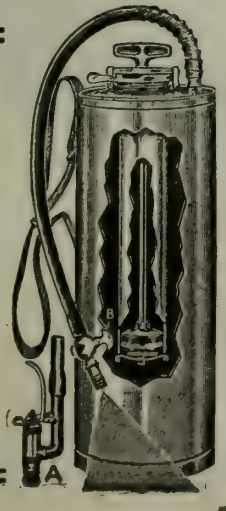
Valuable improvements made for 1911

Special terms and datings

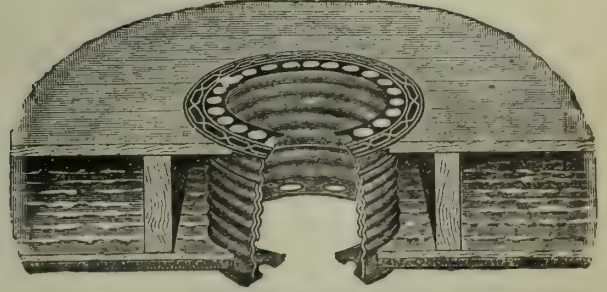
CAVERS BROS.

Manufacturers

GALT ONT.



O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

GREENING'S
Cow Ties—Trace Chains

THE STANDARD OF QUALITY THROUGHOUT CANADA.

COW TIES, six styles, in six sizes, made of Greening's Celebrated Steel Chains with fittings proportionate in strength and quality.

TRACE CHAINS made by our new process. Every one tested to successfully withstand a straining test of 2,315 lbs. Better chains are not made in the world.

Write Us For **Trade Prices.**

The B. Greening Wire Company
LIMITED

Hamilton, Ont.
Montreal, Que.

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY **HOHLFELD**
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

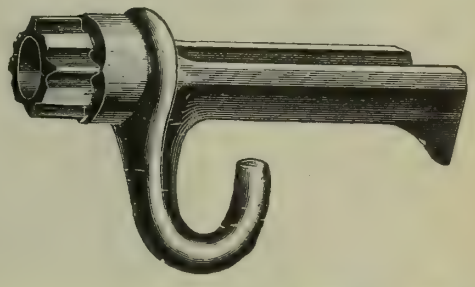
A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

SAP SEASON SUPPLIES



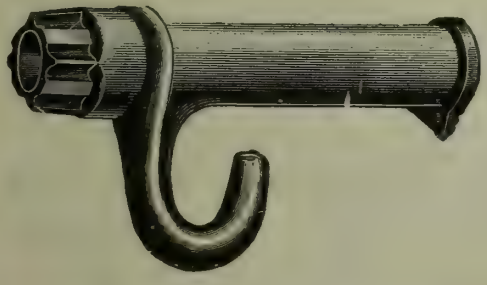


Sap Pails, Flaring.

Sap Buckets, Straight. (Punched or not, as specified.)

Sap Spiles, "IDEAL," (MALLEABLE.) Open or closed.

Syrup Cans, Plain Tin, or Japanned and Stencilled.

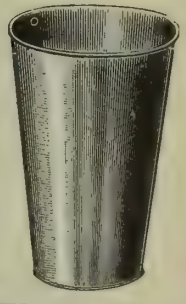


Place your orders in our hands NOW and insure prompt delivery.

E. T. WRIGHT & CO.

Hamilton, (H. G. WRIGHT) **Canada**

Winnipeg Distributing Agents:--Merrick-Anderson Co., Winnipeg, Man.
Eastern Representative---J. W. Moncur, Drawer 2209, Montreal, Que.
Vancouver Agents--Macpherson, Teetzel & Co., :: Vancouver, B.C.
Toronto Agent---F. B. Wilson, :: 33 Maitland St., Toronto, Ont
Winnipeg Agents;--W Reynolds & Co.. :: :: :: Winnipeg, Man.



The "BAYARD" Baby Automatic Pistol Calibre .32 (7.65 m/m)

The Little Giant---A Midget High Power Automatic

The .32 cal. (7 65 mm) "BAYARD" Pistol has been designed to meet the demand for a POCKET pistol COMBINING EASINESS OF MANIPULATION AND SIMPLICITY OF CONSTRUCTION WITH MAXIMUM EFFICIENCY.

Its size is that of a 25 cal. pistol, although it shoots THE POWERFUL .32 CAL. CARTRIDGE.

The "BAYARD" pistol possesses consequently THE ADVANTAGE of having a size REDUCED TO THAT OF THE 25.



CAL. PISTOLS and a CAL. OF 32 GENERALLY CONSIDERED EFFECTIVE and heretofore found only in pistols of greater bulk These features make the "BAYARD PISTOL" the IDEAL POCKET ARM.

"BAYARD" AMMUNITION

The .32 cal. (7.65 mm) "BAYARD" Cartridges adapted to Automatic Pistols of this calibre have no equal on the market as to quality, regularity of charges, penetration, etc. We are specialists in the manufacturing of this class of ammunition and guarantee against misfire, hangfire, etc.

CAVERHILL, LEARMONT & CO. - - - - MONTREAL

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

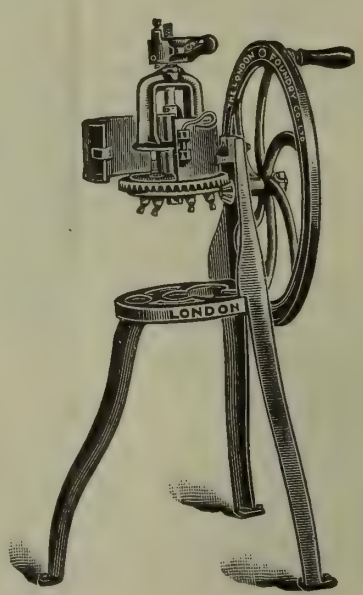
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

"The Cup That Cheers, but not Inebriates"

in perfection for all who use our

Mission Style Tea Kettles and Stands.



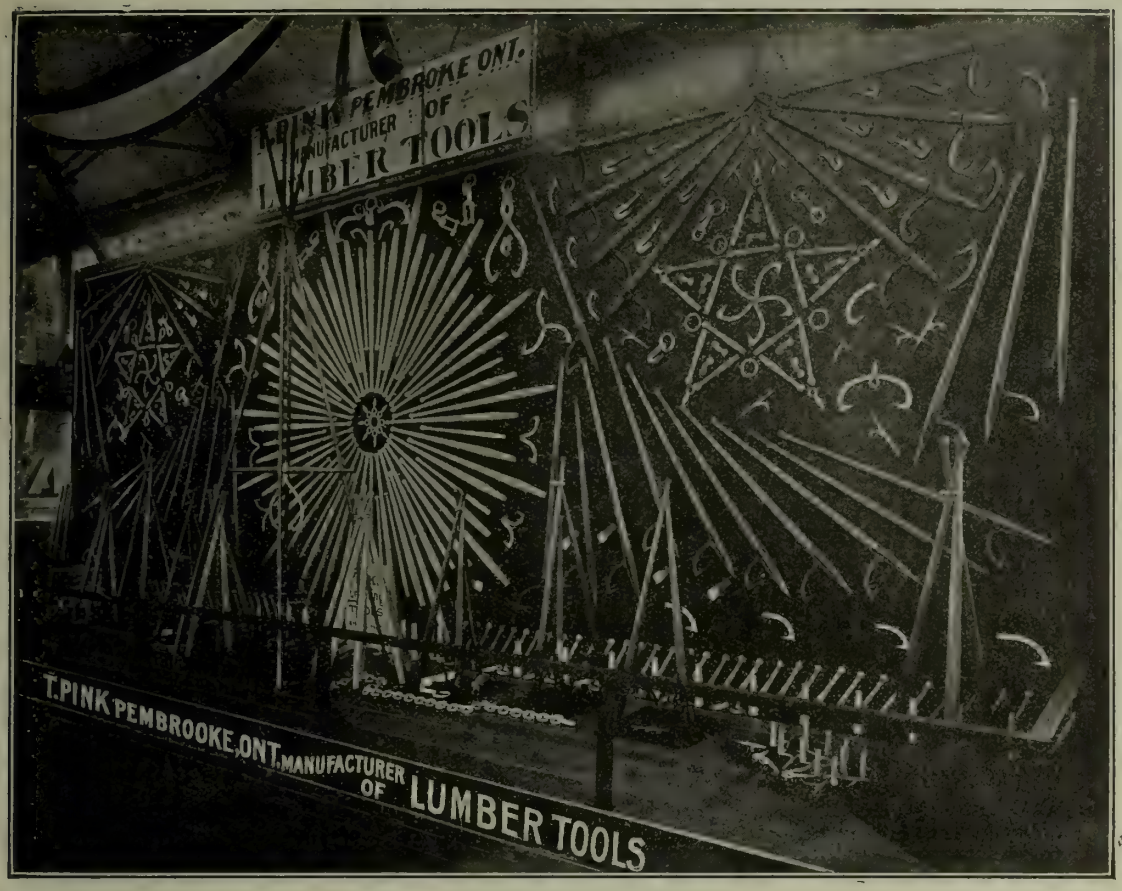
A handsome appearance, combined with undoubted utility, makes these kettles the very thing for a gift at any season.

You should meet the demand by ordering promptly

Send for our complete Catalogue

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

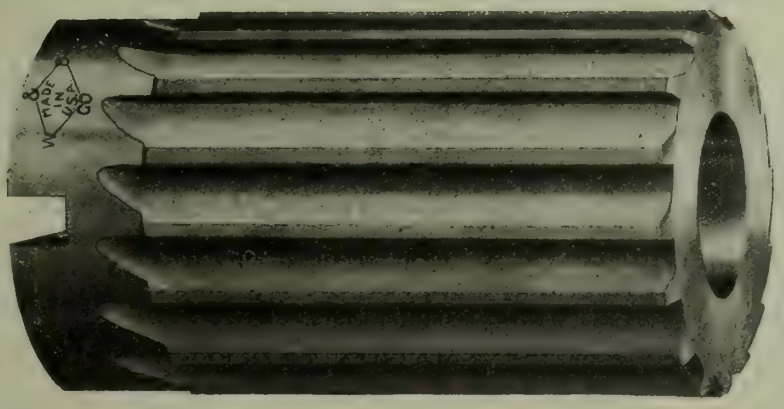
Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Trade W B Mark

Stands for Quality and Accuracy



This Trade W&B Mark

Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture, and is subjected to the most rigid tests and inspections.

We carry the largest and most complete stock of Twist Drills and Reamers in Canada, and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

THE STEEL COMPANY OF CANADA, Limited

DOMINION WIRE MANUFACTURING CO.—BRANCH

BRANCH OFFICE: **MONTREAL**

ESTABLISHED 1980 INCORPORATED 1893 DOMINION TRADE MARK

WORKS: **LACHINE**

Iron and Steel Wire
ALL KINDS—ALL SIZES

Wire Bale Ties
CUT TO ANY DESIRED LENGTH WITH LOOP ON ONE END

Brass and Copper Wire
FOR MECHANICAL AND ELECTRICAL PURPOSES

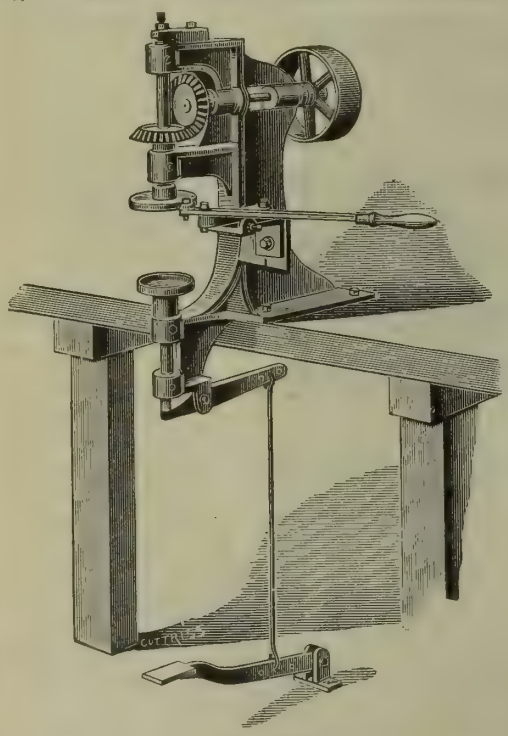
Dominion Field Fence
FOR FARM AND RAILROAD USE

Wood Screws
IRON AND BRASS—FLAT, ROUND AND OVAL HEADS

BRIGHT WIRE GOODS - JACK CHAIN - COTTER PINS
WIRE COAT AND HAT HOOKS - WIRE BARREL HOOPS
STRAND GUY WIRE - GALVANIZED CLOTHES LINE WIRE

WE HAVE EXCELLENT FACILITIES FOR HANDLING CARLOAD SHIPMENTS
SEND US YOUR ORDER FOR A MIXED OR STRAIGHT CARLOAD

No. 10 POWER DOUBLE SEAMER OR CRIMPER



HAVE YOU ANY

cans to CRIMP or DOUBLE SEAM COVERS on? If so, this is just the tool you want. It is specially adapted for CRIMPING the covers on round paper boxes with metal tops, such as CLEANSING POWDERS, etc. Or for round tin cans not greater than 9 inches in length and 8 inches in diameter. It is very RAPID. Write for further particulars.

THE BROWN-BOGGS CO., Limited - Hamilton, Can.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES, ETC.

DOMINION STALL FIXTURE



Strongest, Simplest, Easiest to Attach

Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock.

Oneida Community, Ltd.
Niagara Falls - Ontario

TRADE MARK KEYSTONE BRAND REGISTERED

Now is the Time

to buy

Whitewash and Kalsomine Brushes

for Spring Trade

also Scrubbing Brushes

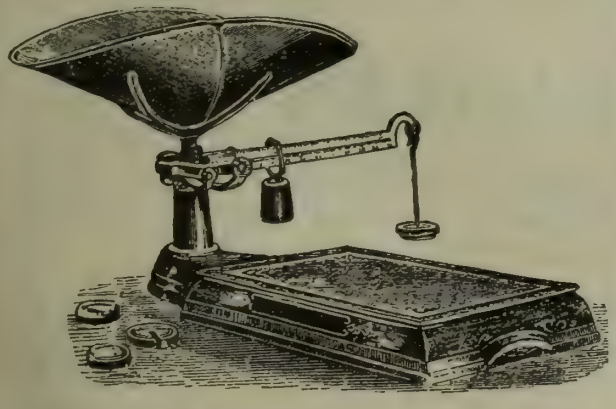
You can get best values and most prompt delivery from

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

The

AYLMER UNION SCALE

Capacity, 1-2 oz. to 240 lbs.



The best and most improved Union Scale on the market. Made with brass beam, tin scoop, movable pivot in levers, and direct connection from jack to steelyard, making the best acting Union Scale made.

The AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - ONTARIO
Western Representatives
ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



Every Dealer in Canada Should Sell "Ross" Rifles



Not simply because it is a Canadian-made rifle and the only Canadian-made rifle—but because being of Canadian manufacture it has advantages as well as claims over other rifles.

It can be sold cheaper than any other rifle.—Parts can be secured more expeditiously and at less cost and trouble.

No other rifle has grown so rapidly in general favor, consequently no other rifle has a surer sale.

$25.00 and Upwards.

Write for Illustrated Catalogue.

Ross Rifle Company, :: Quebec





LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

The Steel Company of Canada, Limited

HAMILTON :: CANADA







KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

Safeguard Your Interests

by handling only goods of Standard make. There is no article you sell in which quality is more absolutely essential than

Axe Handles

You can protect yourself, and rest assured that you will be giving satisfaction if you handle our handles exclusively.

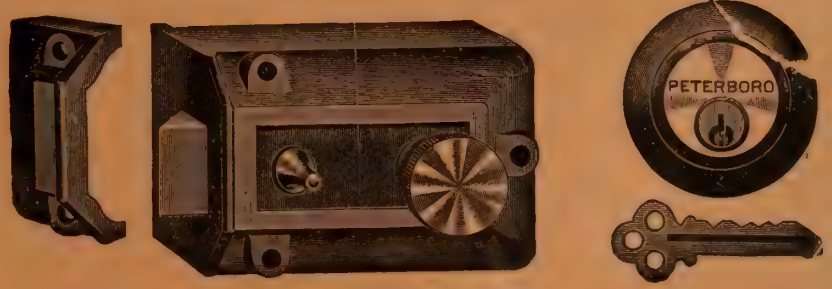
Send for Quotations

J. H. Still Manufacturing Co.
Limited
St. Thomas, Ontario

"DON'T"

Don't fail to make a right selection of rim and mortise locks and of inside, front and store door sets. You can get *just* what you want by asking your jobber for the goods of

The Peterborough Lock Manufacturing Company, Ltd.
Peterborough, Ontario



Cylinder Night Latch, No. 103

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET ZINC

If you are in the market, write us.

We can name you lowest prices.

All usual gauges carried in stock at Montreal.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN - CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 11, 1911 No. 6

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

For Sale By Leading Wholesale Houses.

FOR DIFFICULT WORK

"Southern Cross"
Black Sheets

WILL ANSWER EVERY REQUIREMENT

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Reciprocity Treaty

Under the proposed Reciprocity Treaty between the U.S. and Canada which it is expected will be embodied under the laws of Canada, it will still be legal "and also loyal" to continue to buy your goods in Canada, especially when you can procure better goods at less money.

Examine the

"T. F." Cobbler Sets

Compare them with any U.S. makes—decide and order through your Jobber.



The T. F. Sets are make by

Taylor-Forbes Co., Ltd.

Head Office and Works:
GUELPH ONTARIO

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL
H. O. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers' Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

Index to Advertisers and Buyers Guide Pages 52-54. Want ads. page 56.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.



Absolute Rigidity

is the leading feature of the

"Faultless" Ladder

It has broad steps with bolts and steel plates clamped tightly to the sides, which eliminate spreading and ensure rigidity. Made from strictly clear, kiln-dried, short leaf yellow pine. Equipped with our famous "Faultless" Lock. We make all kinds of ladders.

Write for Catalogue B

The Stratford Mfg. Co.
LIMITED

STRATFORD, ONTARIO

Quality talks

and talks so forcibly when dealing with axe handles that you can afford to sell none other but

STILL'S

AXE HANDLES

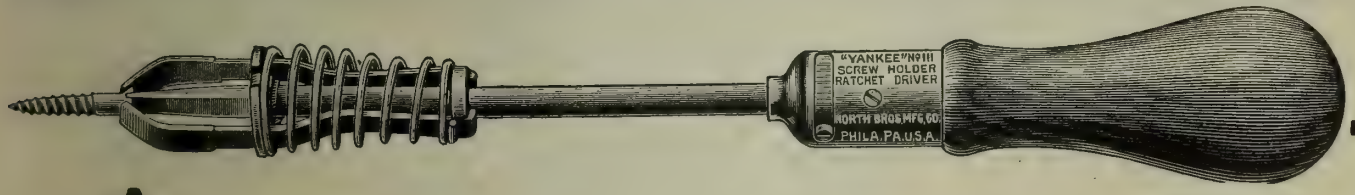
the "quality" handles

You will find them uniformly finished, well balanced and well shaped, and we guarantee that only the most carefully selected and seasoned timber is used in their manufacture.

Write for prices.

J.H. STILL MFG. CO., Ltd.

St. Thomas, Ontario





Somebody is Selling "YANKEE TOOLS"

Somebody is Getting the Trade

IF IT'S YOU—Accept our congratulations. You are wise that "Yankee" Tools are as needful to the Mechanic's outfit as a hatchet and saw—that if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

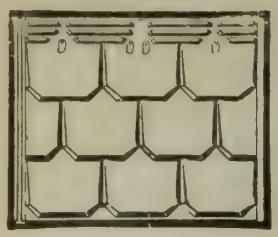
WRITE FOR CATALOG.

IF YOUR COMPETITOR---WHY NOT YOU? You can get more of this trade and ought to have it. We are interested in your getting it. Why not send your advertising matter with your imprint, free of expense? Have your jobber send you a sample lot of the best selling "Yankees." There are 35 styles and 75 sizes to select from.

NORTH BROS. MFG. COMPANY

PHILADELPHIA, PA.

"EASTLAKE"



Steel Shingles

Building Time on the Farm

Mr. Dealer---Now is the time a farmer is planning his spring building or repairing. Roofing Material, Siding, Eavetrough, etc., are being purchased now in large quantities and hauled before the snow goes. Sell him

"Metallic" Building Materials

Our heavy advertising will help you. Through the press we are telling the farmer of the wonderful saving and durability of Metallic. Make every sale yours. Here's the list---

Eastlake Metallic Shingles
Metallic Barn and House Siding
Metallic Eavetrough and Conductor Pipe
Metallic Ceilings and Walls
Metallic Cornices and Finials
Corrugated Iron, Straight or Curved
Steel Ventilators and Skylights

Metallic is a profitable line to handle. Every sale means a pleased, permanent customer. Make the big Metallic catalogue your side partner. Make the "Metallic" line your leader. The "Metallic" dealer builds for success. Low Prices---Reliable Goods---Prompt Shipment.

THE METALLIC ROOFING CO., LIMITED

Manufacturers - - - - TORONTO and WINNIPEG

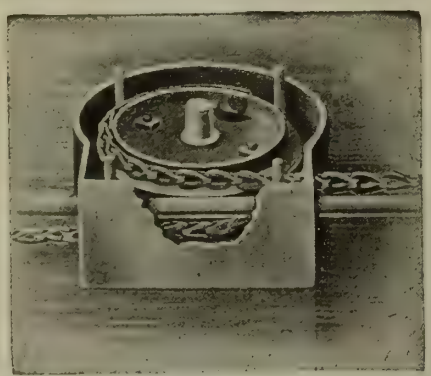
063

SILENT AND SAFE

The NOISELESS Gearless

Simplest, Lightest and **Easiest Running** Dolley type Washing Machine yet produced. It's had the **"Third Degree"** for several years and carries the **Healthy Sign of Steadily Increasing Sales.**

No useless "Fixings" about it. **Just a simple Mechanical principle worked out to perfection.** A glance at its **patented** mechanism **shows its strength** and **simplicity.** Notice the **absence** of **cogs, springs and finger catchers.**



The tub has all the **exclusive features** peculiar to our products. The visible and invisible parts are equally well made and **every machine is built to sell another.**

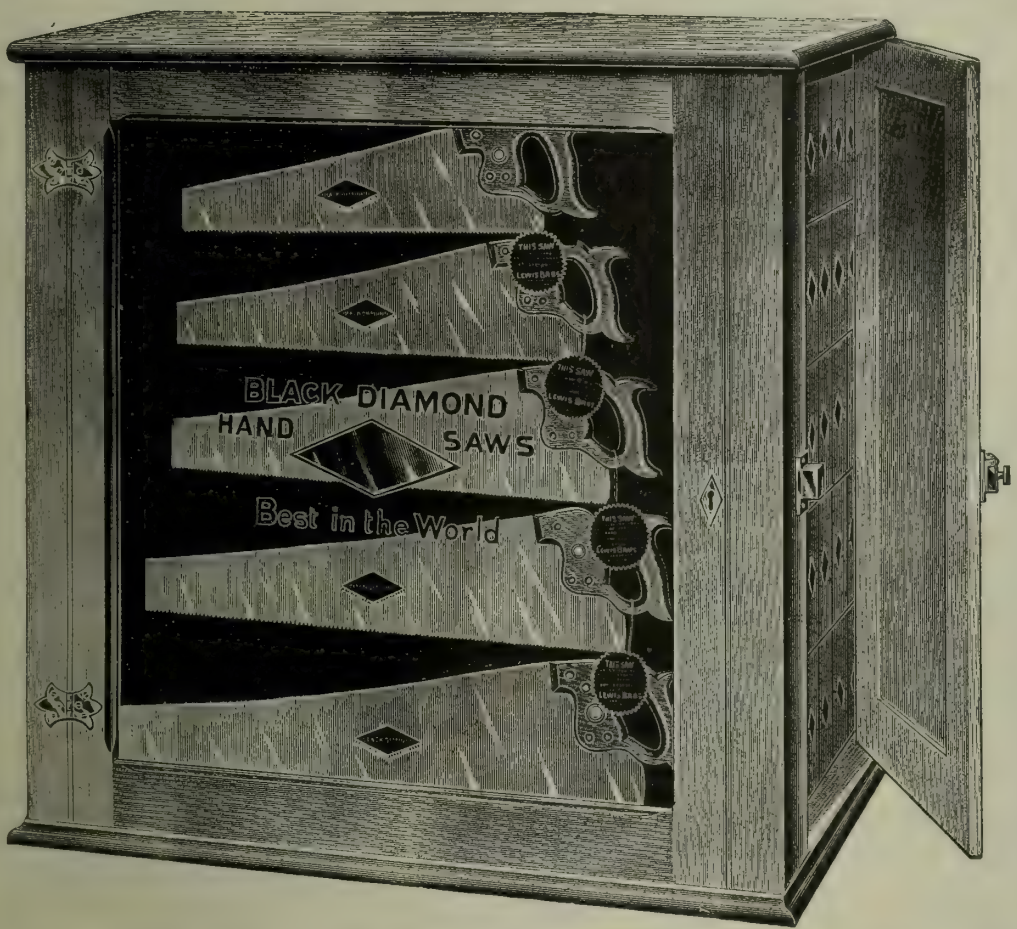
Eastern Agents:
W. L. Haldimand & Son
Montreal
Western Agent:
Harry F. Moulden,
Winnipeg



CUMMER-DOWSWELL, Limited, Makers, Hamilton, Ont.

BLACK DIAMOND

HAND SAW CABINET



The Cabinet is Free

with an order for $7\frac{1}{12}$ dozen BLACK DIAMOND Assorted Hand, Rip and Panel Saws.

We charge for the Saws only at their exact price—no more.

Black Diamond Saws

are made of the Finest Grade Saw Steel, Perfectly Tempered, Ground and Sharpened.

Full Polished and Carefully Handled.

Every Saw Guaranteed

This Cabinet, with $7\frac{1}{12}$ dozen BLACK DIAMOND Hand Saws (Assorted 18 to 26 inches) costs the Dealer $78.70.

It's a BETTER Cabinet than any LOANED by a Regular Saw House.

WE GIVE IT AWAY Unconditionally as an Advertisement.

It's made of QUARTERED OAK with REAL BRONZE TRIMMINGS and it's an ORNAMENT to ANY STORE.

The Saws are Equal to any High Grade Make (Fully Warranted) and DEALERS CAN SELL THEM AT A PROFIT—No Price Cutting Allowed.

THIS CABINET AND SAWS WILL BE ON EXHIBITION AT THE

Retail Hardware and Stove Dealers' Convention

AT PETERBOROUGH

LEWIS BROS., Limited, MONTREAL

Ottawa Toronto Vancouver

HORSE CLIPPERS

Are a profitable line to handle especially during the Spring.

Merchants!

Are you getting your share of this Trade? If not, get out after it as there is good money in it for you. You no doubt have among your customers Blacksmiths, Farmers, Carters and many private individuals who can make good use of a Horse Clipper.

It Will Pay You

To try and sell each one of them a Clipper.

It Pays to Sell the Best

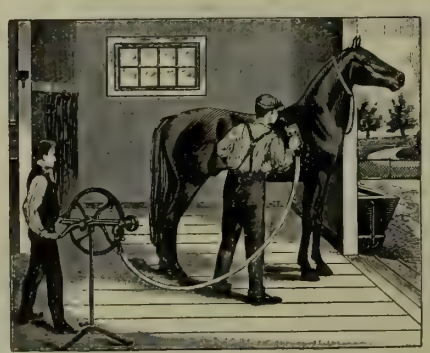


"New Stewart"

The Stewart is simple in construction, easily operated considered the best seller on the market.



"New Stewart" in use



"1902 Chicago" in use.

Now is the Time to Order



"New Stewart"

We Carry all the Popular Clipping Machines.

WE SHIP PROMPTLY **Write for Prices** **OUR PRICES ARE RIGHT.**

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada



GREASE CUPS

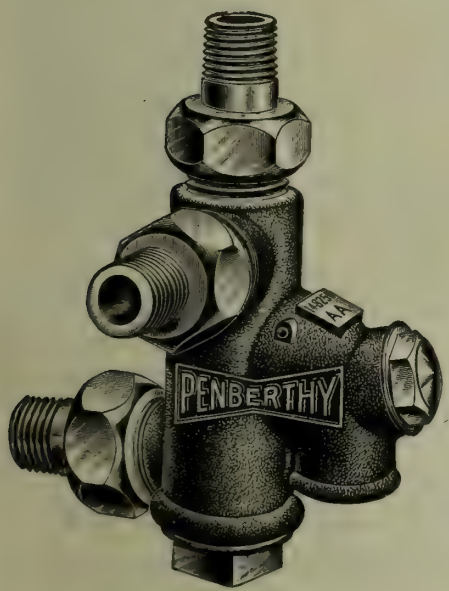
HIGHEST QUALITY

Steamfitters' Supplies Valves and Fittings



STEAM GAUGES

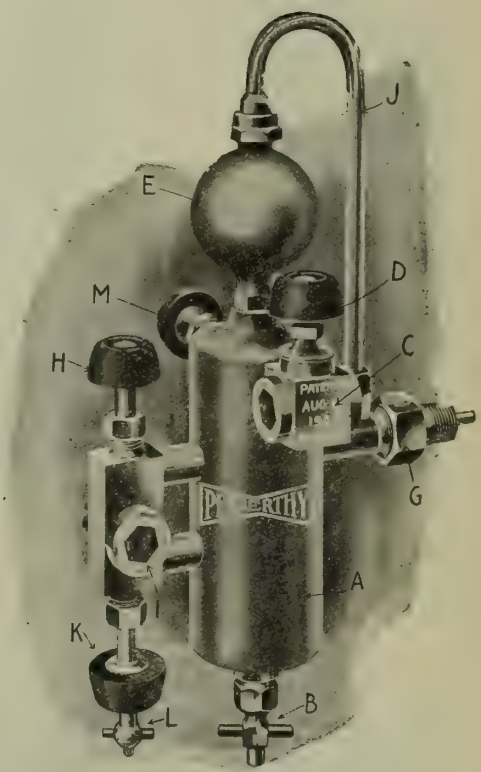
Steam Whistles
Oil Cups
Gauge Glasses



INJECTORS AND EJECTORS



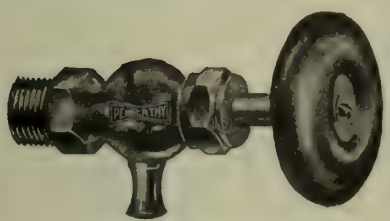
WATER GAUGES



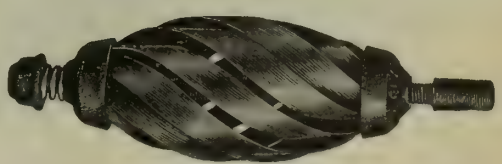
LUBRICATORS



FAVORITE TUBE CLEANERS



GAUGE COCKS



ELLIPTIC TUBE CLEANERS

Caverhill Learmont & Co

MONTREAL and WINNIPEG



BRANTFORD ALL-AROUND GLUE

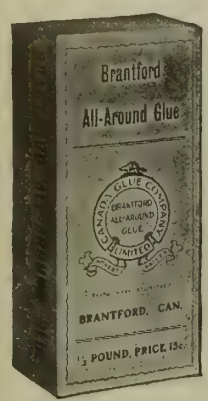
(GRANULATED)

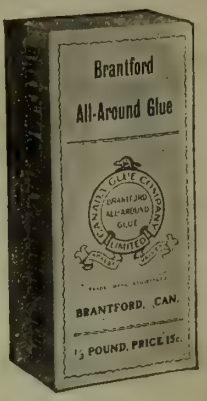
THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

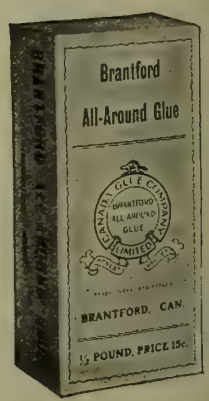
QUALITY TELLS!

J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	" "
Miller-Morse Hdwe. Co., Limited	" "
G. F. Stephens & Co., Limited	" "
Wood, Vallance, Limited	" "
The S. Hayward Co., Limited	St. John, N. B.
Emerson & Fisher, Limited	" "
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	" "
The Fife Hdwe. Co.	Ft. William, Ont.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	" "
Lewis Bros. Ltd.	" "

IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.









That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

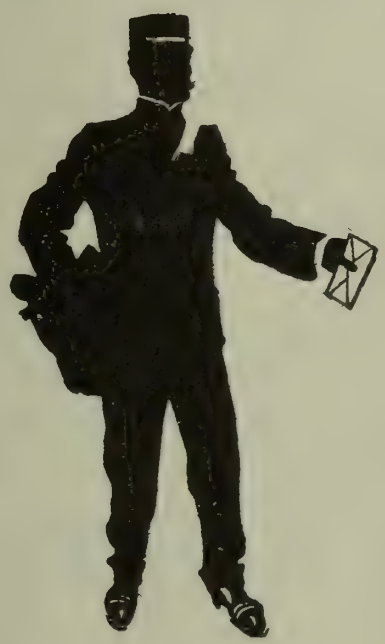
are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.

Try Us with Letter Orders



We have the reputation of filling Letter Orders with unusual promptness, and meeting requirements with a preciseness that comes of thorough experience. Try us next time you want something in a hurry. The mails are quick, and this entire organization is at all times at the service of our customers.

We shall be pleased to submit quotations to any dealer in the market for goods.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

CSGCo. CRESCENT BRAND

BUTTS AND HINGES

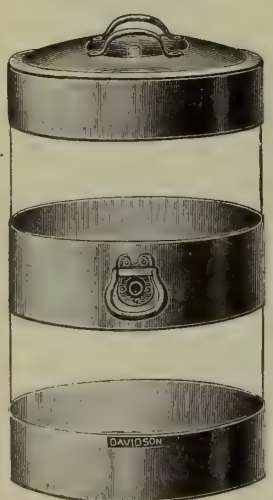
Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

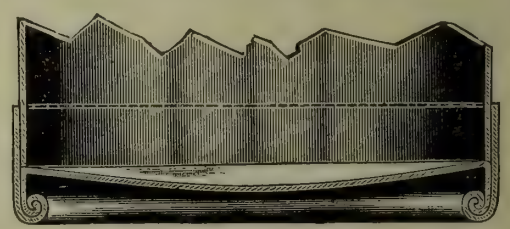
Davidson's Roll Rim Bottom Milk Can Trimmings

ARE UNEXCELLED FOR STRENGTH AND DURABILITY



COMPLETE SETS; Comprising 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches Wide, 20 Gauge, 1 Broad Top Hoop, 1 Pair Cover Handles, 1 Pair Side Handles. In all sizes from 10 to 40 gallons.

The Diagram Shows how our Heavy Roll Rim Bottoms are Constructed. Examine it carefully and see how the Outer and Inner Rims are Rolled in, and then riveted to bottom Hoop.



NOTE THE HEAVY ROUND ROLLED EDGE which makes our bottoms doubly durable. Saves strain on the can owing to the easy manner in which it can be moved by sliding along, when full. There being no sharp edge, friction is reduced and practically all wear and tear to Factory Floors and Waggons is eliminated.

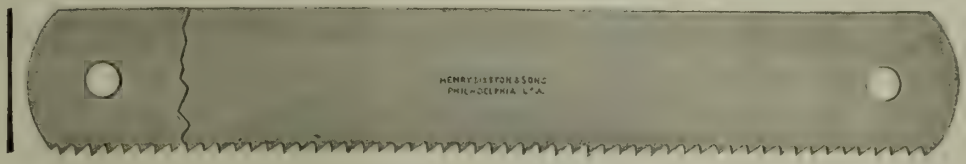
BOTTOMS ARE CONCAVE and drain to the centre, and are therefore easy to wash out. THEY DO NOT CORRODE like those which drain to the side.

A VERY IMPORTANT POINT is that these bottoms are heavily retinned after being made up, which fills all intersections and practically makes each bottom one solid piece of metal with considerably more strength to the square inch than if it had been spun out of one sheet.

Book Your Order Now to Ensure Prompt Delivery.

The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg

Disston Hollow Ground Hack Saw Blades



DISSTON Hack Saw Blades have always received the highest praise.

YOU will find them satisfactory.

YOU will find them economical.

YOUR opinion will agree with all other men using them.

Our Hollow Ground Hack Saw Blades are used where extremely fine and accurate cutting is to be done.

They are hollow ground to run without set.

They are superior to all other hollow ground saws.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, PA.

Canadian Works:—FRASER AVE., TORONTO, ONT.

The Reason Why

Tobin Simplex Guns

you should sell Tobin Simplex Guns is because every owner of a Tobin Gun is satisfied with his purchase. We guarantee every gun to suit the purchaser's idea of what a good gun should be, or the money is refunded.

We do this because we have confidence in our guns. We know that the material we use is the best obtainable. We know that our workmen are skilled mechanics, who can produce a good gun. We know that our patents cover the very latest improvements in Hammerless gun construction. We have subjected our guns to repeated tests, to prove their fitness for every occasion on which they could be brought into service.

Write for our catalogue and other information.

We want you to handle our goods. We want to introduce at least one gun into your locality, because "every Tobin gun is built to sell another."

Tobin
Arms Mfg. Co.,
Limited
Woodstock, Ont.



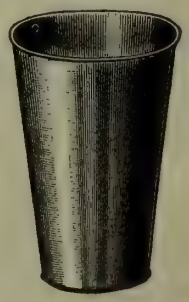
MADE IN CANADA

Are You Prepared For Sap Season Requirements?

The following lines will doubtless appeal to you:

SAP PAILS

Straight Pattern



Nos.	7	9	12
Gals.	1	1½	2
Dim., Ins.	8½x9	9x9	8¾x12½
1C Per 100	$11.50	14.00	15.00

SAP PAILS

Flaring Pattern



Nos.	70	120
Quarts	6	10
Dim. Ins.	10x6¼	11¼x8½
1C Per 100	$11.25	15.00
1X " "		18.50

SAP SPILES

"Warner" Malleable Iron



Per 1000 $45.00

SAP SPILES

"Eureka" Cast Iron



Per	1000	$12.00
"	100	1.30

Packed in boxes of 500 and 1000

The usual discounts are given off the above prices.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon

DOMINION STALL FIXTURE



STRONGEST
SIMPLEST
EASIEST TO ATTACH

Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

The Unparalleled Leader

Wright's No. 4 Cold Blast Lantern for 1911

AN ORIGINAL—
NOT AN
IMITATION

See our representative's sample for improvements which we are making this year.

Packed ½ doz. in a case.

PRICE
$6.75
doz.



Wright's No. 02 Cold Blast Lantern for 1911

Fitted with tin burner, plain globe, and not polished. The same in other respects as the No. 4.

Packed ½ doz. in case.

PRICE
$5.75
doz.

Winnipeg distributing agents —Merrick-Anderson Co., Winnipeg, Man.

Vancouver distributing agents : — Macpherson & Teetzel, Vancouver, B.C.

Eastern Representative :—J. W. Moncur, Drawer 2209, Montreal, Que.

Toronto agent :—F. B. Wilson, 33 Maitland St., Toronto, Ont.

Winnipeg agents :—W. Reynolds & Co., Winnipeg, Man.

E. T. WRIGHT & CO. (H. G. WRIGHT) Hamilton, Canada

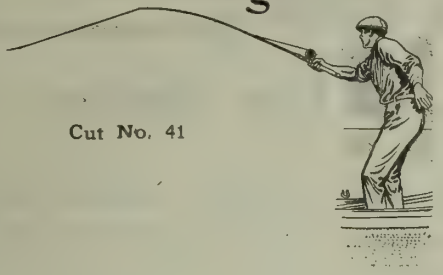
"Bristol" Steel Fishing Rods

Cut No. 40



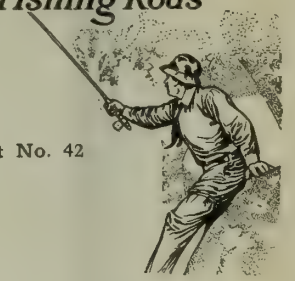
"Bristol" Steel Fishing Rods

Cut No. 41



"Bristol" Steel Fishing Rods

Cut No. 42



1911 Newspaper Electros Free

TO FISHING TACKLE DEALERS

THREE out of a series of eight electros advertising "Bristol" Rods and your other fishing tackle lines. No. 40 Trolling, No. 41 Bait Casting, No. 42 Fly Casting. Order them now. Start them running in your paper over your name. They will bring you trade.

SEND COUPON FOR PROOF SHEET SHOWING FULL SERIES (Nos. 40 to 47) TO-DAY

HORTON MANUFACTURING CO. - BRISTOL, Conn.

DEPT. E

COUPON

Please send proof sheet showing 1911 Electros.

Name .....

St. Address .....

City ..... State ...

Our most popular-selling "Bristol" Rod is No. ..... We buy through ..... (jobber) and usually sell in a season about ... "Bristol" Rods.

"ENTERPRISE"



THIS well-known Food Chopper is made with characteristic "Enterprise" skill and care.

For a popular-priced seller there is no chopper to equal it.

It's strong and simple, and the cutting mechanism is perfect. We guarantee it to chop *raw meat* and to do more and better work than any food chopper made.

Thousands of satisfied customers and extensive national advertising have made the "Enterprise" Food Chopper famous the country over.

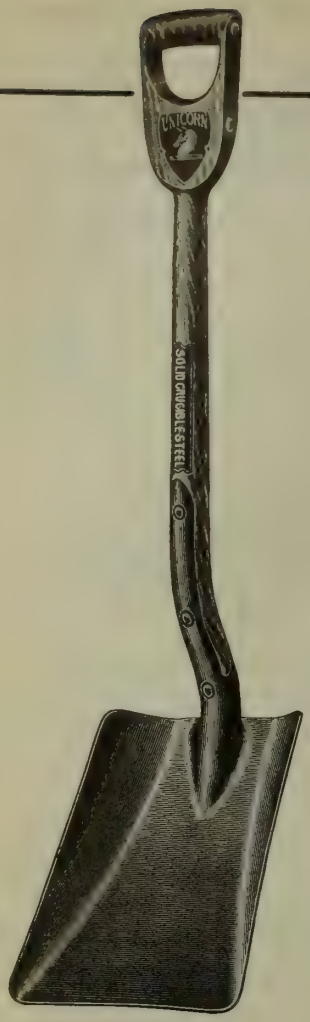
If you would like to link your store to our advertising campaign, drop a line for some of our trade aids. Gladly sent free on request.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco



The Mark of the Maker

TRADE MARK Registered

Protects the user, dealer and jobber. The only way to be sure of the goods you sell is to know who makes them.

The largest shovel warehouse in Canada is now well stocked; every shovel is made by us, branded with our registered trade mark and sold under our name and Guarantee.

If you don't know who handles Lundy Shovels, write us, and we'll be glad to tell you.

Write for Catalogue

The Lundy Shovel and Tool Co., Limited

Gen'l Offices and Factory, PETERBOROUGH, and at

MONTREAL WINNIPEG JOHANNESBURG, S. A.



When you think of Metal Ceiling, think of "Galt."

Dealer, House-owner and Architect all favor "Galt" Art Metal Ceiling

Ernest R. Beckwith, C.E., architect on this job, says of the goods supplied:—

"Besides being one of the prettiest ceilings I have ever seen, it was exceedingly easy to erect. In fact, most of the work was done by unskilled labor owing to the regular tinsmiths being busy.

The special material made for the stage-front was accurate in detail and satisfactory in every way."

If you want to please your customer and his architect; if you want to build up a business in Metal Ceiling and if you want to make the most money from your metal ceiling work, send your orders and enquiries to

The Galt Art Metal Co., Limited, Galt, Ont.



Cycles from £3.0.0 net
($15.00 Dollars)

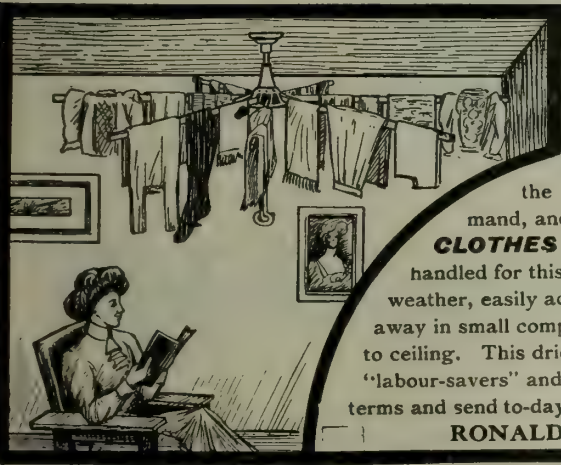
and Big Reductions for Quantities.

We are looking for live business men to take up the sale of our cycles and motor-cycles in Canada—'wheels' with a Twenty-five years British reputation for all-round Good Quality and Finish.

"HOBART" Cycles and Motor-Cycles

Out of Twelve open motor-cycling events held since April, 1910, "HOBART" motor-cycles have won no less than ELEVEN in competition against the leading motor-cycles of the world. Write for our Catalogues and Prices.

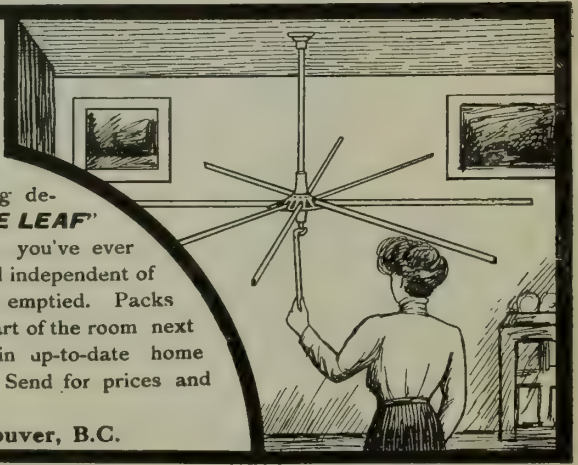
Hobart, Bird & Co., Ltd., DEPT. H31 Coventry, Eng



A
Boon
to the
Housewife

Any device that will save the housewife's toil is in big demand, and you'll find the "***MAPLE LEAF***" ***CLOTHES DRIER*** the best seller you've ever handled for this reason. Clothes are dried independent of weather, easily adjusted, quickly filled and emptied. Packs away in small compass. Hangs in hottest part of the room next to ceiling. This drier is the very last word in up-to-date home "labour-savers" and positively sells at sight. Send for prices and terms and send to-day.

RONALD MacMASTER, Vancouver, B.C.



A Thing of Beauty is a Joy Forever

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

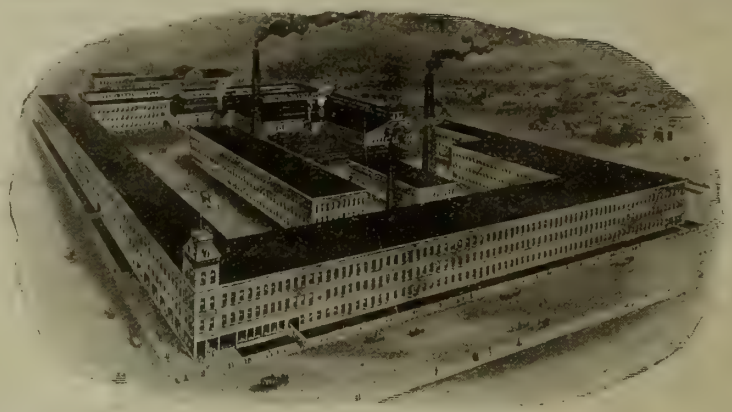
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - - Ontario

TORONTO
and
MONTREAL

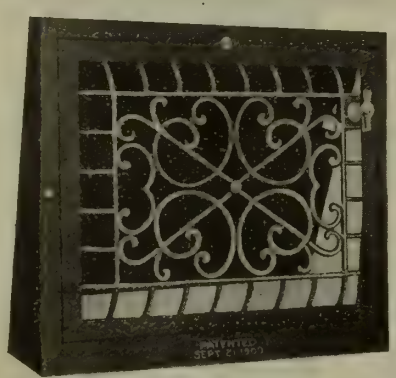


WINNIPEG
and
VANCOUVER

WHERE "JEWELS" ARE MADE

To the Western Trade—We have under construction in Winnipeg a large Modern Warehouse which is nearing completion. We will carry a large and complete stock of Stoves, Furnaces, Scales, Curry Combs and Hardware Specialties. Our travellers are about to start out and we bespeak for them a share of your trade. Our goods have always been popular with the Western Trade and our aim is to make them more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

What You Can Tell Your Customer

YOU CAN TRUTHFULLY STATE

that "1847 Rogers Bros." has been the standard silver plate for over sixty years. That it is the HIGHEST GRADE of silver plate made.

That the change in quality has not changed the price and that the list on

1847 ROGERS BROS. MERIDEN B. COMPANY **X S TRIPLE**

is exactly the same as it was on our former standard or A-1 grade.

That no higher quality can be obtained than our "Silver Plate that Wears."

No better time than the present to advertise by means of window displays and in the papers. We advertise the goods in general publications; it is for you to let the public know you handle "1847 ROGERS BROS." Ware.

Meriden Britannia Co.

Hamilton, - Canada





THE BEAUTY of SILVER PLATE IS MORE THAN SKIN DEEP

The dealer should make his customers understand that silverware must do more than appeal to the eye.

The kind of silver that looks well on the show case but will not stand daily service is not a good kind to buy nor a good kind to sell.

The dealer that handles

1847 ROGERS BROS. MERIDEN B.CO. **X S TRIPLE**

is able to **TALK QUALITY.** Not only do these goods look well but they **WEAR** well. For years they have been known as "Silver Plate that Wears."

Never before in our history have we occupied so much advertising space as we are this season. Full page announcements (including cover pages in colors) are appearing in prominent periodicals. In all, we use about 500 publications.

We also render individual service, free of charge, to the dealer in the form of "1847 Girl" post cards, velvet show case pads, circulars, signs, posters and electrotypes.

Write us for particulars.

MERIDEN BRITANNIA CO.
HAMILTON, CANADA

MERIDEN, CONN. NEW YORK CHICAGO SAN FRANCISCO

GILBERTSON'S
COMET
BRAND GALVANIZED SHEETS

are fully guaranteed as to quality, are well galvanized and are warranted to double seam.

A line to handle with satisfaction and profit. Prices are right.

Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

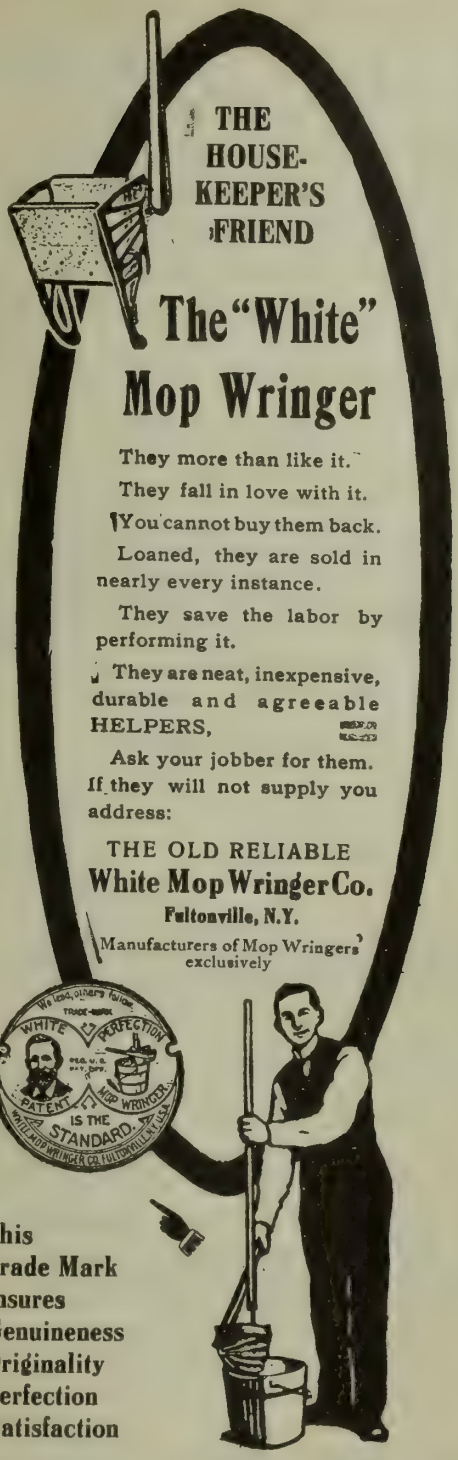
A. B. JARDINE & CO.
HESPELER . . . ONTARIO

NICKEL
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL
The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



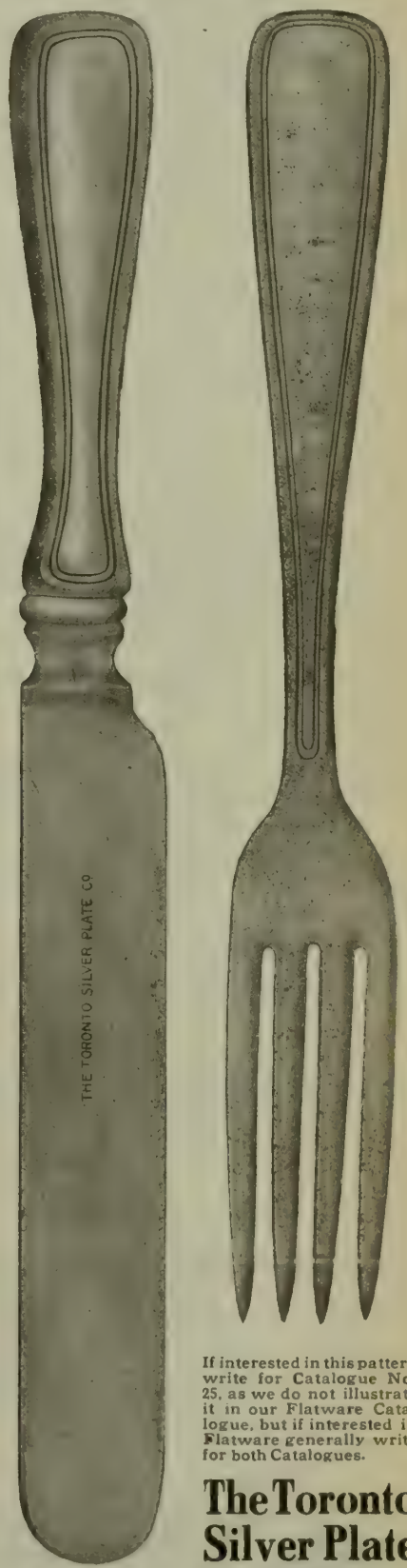
OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Thread Pattern Flatware.

A splendid pattern for Hotel use, exceptionally heavy, plainness just sufficiently relieved by the beading on handle to give the pattern lots of character.



If interested in this pattern write for Catalogue No. 25, as we do not illustrate it in our Flatware Catalogue, but if interested in Flatware generally write for both Catalogues.

The Toronto Silver Plate Co., Limited

Silversmiths and Manufacturers of Electro Silver Plate
Factories and Salesrooms
WEST KING STREET, TORONTO, CANADA
E G Gooderham, President
Winnipeg Show Room
Room No 100 Hammond Bld., Albert St., Winnipeg

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BRASS SIGNS AND STENCILS.

The Mayo-Brown Mfg. Co.
124 McNab St. North, Hamilton, Ontario

Brass Signs and Stencils, Steel Stamping Tools of every description. Embossed Metal Goods – Checks, Corporation, Notary, and Lodge Seals, Steel Stamps of every description, Carriage, Machine and Name Plates.
Agents wanted in each locality.

BUILDERS' SUPPLIES.

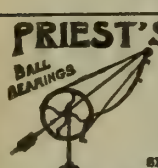
Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies. Machinery and Specialties,
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS



THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue.

Manufactured by
THE COLLINS MFG. CO. - TORONTO

IRON AND STEEL.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributingand Storin
M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

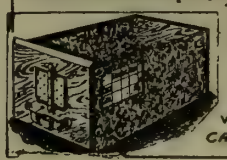
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shel

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

JACKS.



STEEL WAGON JACKS

All Steel. Cannot be broken.
Strong Cheap Durable
Minimum Weight. Maximum Strength
No. 475--- 6 lbs.
No. 476---10 lbs.

Covert Manufacturing Co.
TROY, N.Y., U.S.A.

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

SKATING RINK SCRAPERS.



HARDWARE MEN
sell the Rink in your town an
ICE SCRAPER
saves time and half the labor.
JAMES & REID, Sole Mfrs.
Perth - - - Ont.



OUR OFF-SET
TOOL HOLDERS



Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.
Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.
Right Hand

VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL

When writing advertisers kindly mention having seen the advertisement in this paper.

MOP STICKS
"The Tarbox Brand"
Made in Canada
Many kinds
FOR ALL PURPOSES
Distributed through practically all of
THE LEADING JOBBERS
Send for Catalog.
Manufactured by
TARBOX BROS. - - Toronto
(Established quarter of a century under the same personal management.)

Look for the Name
MYERS
Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.
F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



The "INFALLIBLE" GLAZIER'S DIAMOND
Just the Tool for inexperienced Glass Cutters



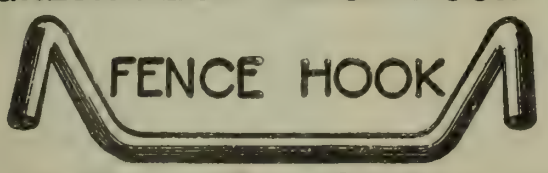
MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

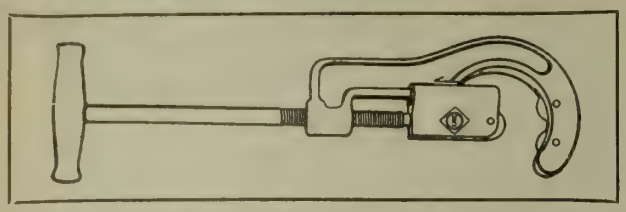
GALVANIZED FENCE HOOK *For Fastening Wooden Pickets of Wire Fences*

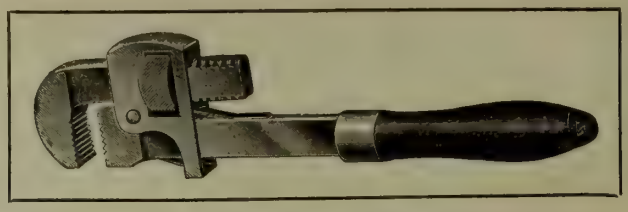


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Roadway, Near Queen Street - - - TORONTO

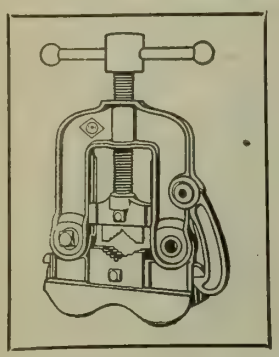




Please bear in mind that we carry in stock a complete line of

Pipe Fitters' Tools

For Engineers, Plumbers, Steam and Gasfitters, including



Pipe wrenches
Pipe cutters
Pipe vises
Pipe stock and dies
(Solid and adjustable)
Pipe tongs
(Plain and adjustable)
Pipe taps, drills and reamers
Fire pots and torches, etc.

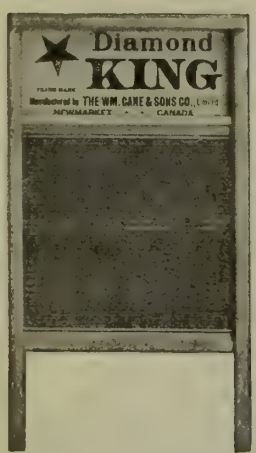


The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide West, Toronto

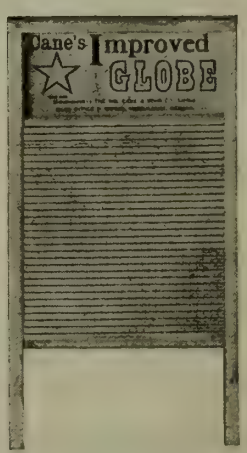
Cane's Washboards

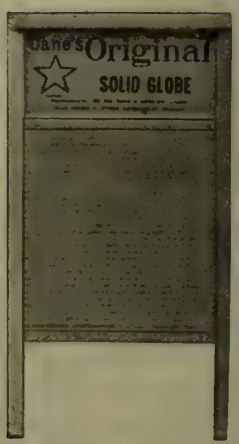
LOOK BETTER, LAST LONGER



At anywhere near the same price, there are no washboards so attractive in appearance and that give such good service as Cane's. Early in our business career we formed the habit of putting the soundest materials and the most superior workmanship into our goods

And the habit remains!





The boards shown on this page are three of our leading lines. Our catalog shows the full range—a board to meet every demand, and the best value at all prices.

Your jobber sells Cane's wasboards---or should.

Ask him to show you!

THE WM. CANE & SONS CO., Limited

NEWMARKET, ONTARIO

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



Always in Demand!

These three pieces, in neat satin-lined box, are the very thing you want—a dainty set for the little ones. They are heavily plated with pure silver, and are very artistically finished and durable.

Send for Catalogue of our Swiftly-Selling Specialties.

AGENTS: J. Mackay Rose, 88 McGill St., Montreal; N. F. Gundy, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.

The McGlashan, Clarke Co., Ltd. NIAGARA FALLS, CANADA



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

Think Over This Metal Ceiling Matter

how we bring trade right into your store.

Our big advertising campaign for 1911 will bring us many inquiries from people who would buy from you if you had the Preston Steel Ceiling agency. Such inquiries we promptly turn over to our local representative.

■

Thus, you see, we do not rest content when we have advertised our goods to your community. We see to it that possible buyers---and everybody who owns a house or store is a possible buyer---are brought right into contact with the dealer.

■

And we give our dealers every possible help when the sale is a prospect.

■

You are the logical distributor of metal ceilings in your locality. The profit is good, and we make the selling easy. Get ready NOW for the business

Offer Your Trade Choice of Over Eleven Hundred NEW Designs

how we make sure no one can outclass you.

We keep our assortment of designs right up to date. We now have over 1,100 patterns, every one a quick seller.

■

And, at our big factories at Preston and Montreal, we carry a stock ready to ship that is big enough to assure prompt filling of every order. Thus our dealers never suffer from delays on our part.

■

Thus we add to the value our advertising help gives you. For you can be sure of satisfying your customer once we have landed him for you. He will get what he wants when he wants it.

■

You will get an attractive proposition on prices and terms, if you will write us and ask questions. You will then see why you certainly should include Preston Steel Ceilings in your regular selling. Ask NOW.

PRESTON STEEL CEILINGS

The Metal Shingle and Siding Company, Limited

PRESTON, ONTARIO. - - Branch Office and Factory at Montreal

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaehes the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

GOOD PROFIT AND GREAT SATSIFACTION

IN SELLING THIS

PEERLESS JR. POULTRY FENCE



It is a fence that serves a double purpose, close enough to keep poultry enclosed, strong enough to turn the heaviest cattle. It is a fence that appeals at sight to any good farmer—so strong, yet so easily handled, so cheap considering its manifest superiority. Peerless Jr. is stretched into place just like an ordinary field fence. No top rail or bottom board.

Peerless Fence is half sold for you before you buy it—our advertising means money to you.

Peerless Jr. is made in two styles, one 18 wires 48 inches high; the other, 20 wires 60 inches high. No. 9 gauge selvage wire, other wires No. 13; gauge stays 8 inches apart. Made up in 10, 20, 30 and 40 rod rolls.

BANWELL-HOXIE WIRE FENCE CO.

Winnipeg, Manitoba *Hamilton, Ontario*

We also manufacture a full line of farm fencing, ornamental fence, gates, etc.

F I X THESE FACTS IN YOUR MIND



Leeknott Roofing is made from the best long fibre wool felt.

Leeknott Roofing is thoroughly saturated with genuine Trinidad Pitch Lake Asphalt.

Leeknott Roofing will not dry out, crack or rot in any climate.

Leeknott Roofing is shipped complete with galvanized nails, cement, and instructions ready to lay.

Leeknott Roofing is fully guaranteed. It will pay you to handle Leeknott Roofing.

AGENTS WANTED

CANADIAN SUPPLY CO.

220 KING ST. WEST TORONTO

There is Gunpowder —in Every Man!—

If you can only get the spark to it. There is latent power in every salesman—often more than he himself dreams he possesses. All that is necessary is to light the flame of his enthusiasm by showing him his own opportunities and possibilities.

"GINGER TALKS"

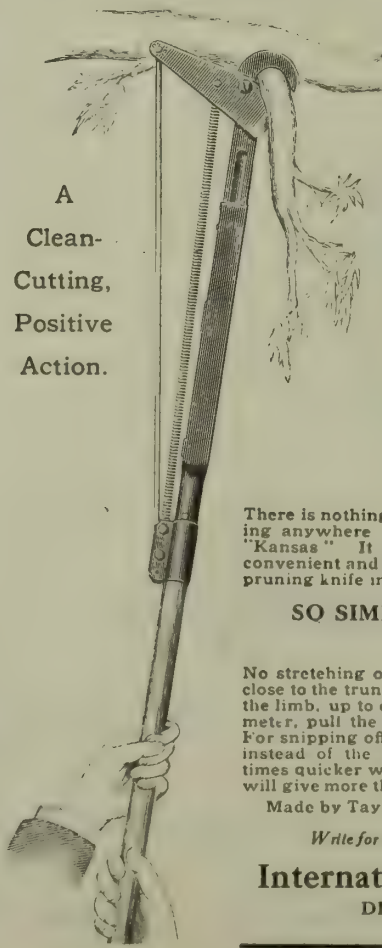
By Wm. C. Holman

are sparks to reach the gunpowder. They will cause every thinking salesman who reads them to explode into sudden and irresistible action.

PRICE $2.00

TECHNICAL BOOKS

143-149 University Ave., TORONTO



A Clean-Cutting, Positive Action.

Every Fruit Grower needs a

"Kansas" Pruning Knife

(Improved)

There is nothing "just as good"—there is nothing anywhere near in the same class as the "Kansas" It is quicker, cleaner, far more convenient and far more durable than any other pruning knife in the world. It is

SO SIMPLE, SO POSITIVE
in its action.

No stretching or climbing. To take a limb off close to the trunk, simply place the hook around the limb, up to one and a quarter inches in diameter, pull the handle and the work is done. For snipping off outlying twigs, pull the string instead of the handle. It will do five or six times quicker work than the next best knife and will give more than double the length of service.

Made by Taylor-Forbes Co., Ltd., Guelph.

Write for Circulars and Trade Prices.

International Tool Co.
DETROIT, MICH.

Dominion
IMPROVED & PROVED
Ammunition
Has Eclipsed All Others





SAP PAILS and SPOUTS

will soon be in demand

Extra Deep and Straight



6, 8 and 12 Quart

Let us know your requirements for the coming season. Prompt shipment guaranteed.

ALL SAP BUCKETS PUNCHED UNLESS OTHERWISE ORDERED

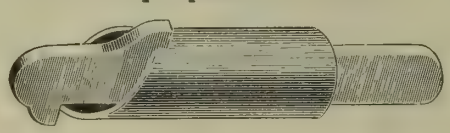
PRICES ON APPLICATION

Flaring

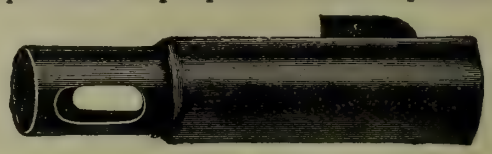


6 and 10 Quart

E. T. Sap Spouts—Retinned



Maple Leaf Sap Spouts—Steel Japanned



The Sheet Metal Products Company

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

Awards in "What Would You Say?" Contest

First Prize Won by Aubrey F. Cunningham, of Dundalk, Ont.—Second, by Robt. McJannett, of the Collingwood Hardware Co., Collingwood, Ont.—A Big Batch of Splendid Replies Submitted—Canadian Hardware Clerks Evidently Rank High.

Hardware clerks from all over Canada competed in Hardware and Metal's Contest for Clerks, as announced in the issue of February 4th. That the contest awakened immediate interest among hardware clerks is shown by the fact that, although Hardware and Metal is not mailed until Friday night, several replies were received on the first mail Monday morning.

How Contest Was Judged.

At least two dozen contestants were immediately grouped in the first class, and it was seen that the judging would require to be very thorough and painstaking, in order to do full justice to all. A definite basis was an essential, and it was decided to mark each reply according to the following maximum schedule:

Language ....25 points
Sizing Up Situation .....25 points
Selling Points ....50 points

Total ....100 Points

After going carefully over the whole list, it was found that the top scorers were:

First Prize:—

Aubrey F. Cunningham, Dundalk—79 points.

Second Prize:—

Robert McJannett, Collingwood — 75 points.

The winner of the First Prize scored 20 for language, 22 for sizing up the situation, and 37 for selling points, while the score of the Second Prize winner read as follows: language, 18; selling points, 37; sizing up the situation, 20.

First Prize Reply.

Aubrey F. Cunningham, of Dundalk, in submitting his reply, stated that he was taking advantage of Hardware and Metal's permission to overrun the 100 words in relating an actual experience. His effort is a splendid one, as regards all three counts. He sizes up the situation well, opening his talk by respectfully calling the customer by name, and giving him the credit for recognizing the superiority of the more expensive saw. From that he gets right after the strong points of the saw, until he makes the argument that the difference in price would be made up by the difference in cost of upkeep. The closing remark: "Shall I wrap it for you?" is admirable.

This is the reply which was judged worthy of the First Prize:

"Mr. Jones! We must sell good goods to make good customers! As you have already noticed the apparent difference in quality, I will try to explain a few of the many hidden qualities of this good saw. This handle is made of applewood, the toughest and most durable material as yet found for the purpose. It is so hung that the operator's hand and wrist is in a natural position, causing no cramps. The blade is the finest crucible steel, made and tested in the company's own factory, and guaranteed free from flaws or seams. It is tempered and toughened to such a high degree that even were the point bent (as this) to touch the handle, you see that it springs back into perfect trueness. The cost of keeping this imaginary cheap saw in cutting shape would counterbalance the difference which we ask you for this warranted saw. Shall I wrap it for you?"

Winner of Second Prize.

Robert McJanneth, a clerk with the Collingwood Hardware Co., of Collingwood, Ont., was a good second, with his score of 75 points. This is an ideal, rather than an actual conversation, and it is well thought out. In selling points it is as good as the First Prize reply, bringing out practically the same points of superiority. In language and sizing up the situation, it is just a little inferior to the First Prize winner, but is still exceptionally good. A slight tactical error is made in stating that a cheap saw is dear at any price, as the purchaser does not like to feel that he is considered in the cheap class.

In this respect the Second Prize contribution falls short of the First Prize, in which the customer's self-esteem is flattered by suggesting that he has been able to discover the difference in quality for himself. This reply also has a good closing the words "Try It" being very suggestive that the sale is at the point of closing.

The reply which gain second prize was as follows:

"Well, sir, my experience suggests that a cheap saw is dear at any price. It means loss of time, bad work, and worry, whereas this saw will always give you satisfaction. The recollection of quality will remain with you long after the price is forgotten. The steel for it is more carefully selected, it is tempered under a secret process, it is ground two gauges thinner on back than at teeth. It is well finished. Although more expensive to begin with it will prove the cheapest in the end, and will be a pleasure to use all the time. Try it."—Robert McJannett.

Lessons to be Learned From Contest

Many good points were brought out in the replies which did not win prizes. For instance, one clerk developed the point that it is unwise to condemn one article to sell another, by relating a personal experience.

A customer came in to buy a saw, and the clerk showed him one of the best in stock. The price was too high The clerk then got a cheaper grade, but on showing it to the customer, condemned it with the remark that, so far as he was concerned, he wouldn't accept it as a gift. In the end, the customer would not pay the price for the better saw, and wouldn't risk the cheaper one, so he left the store without making a purchase at all. "Well, dash it all," said the clerk.

Mention the Manufacturers.

Several contestants, based an argument on the reputation of the manufacturer, and this is a good idea. It is always interesting to a customer, to know where and how his goods are made and who makes them. If the manufacturer gives any guarantee with the article, this point should be brought out strongly.

Two Common Mistakes.

Among all the replies sent in, two little mistakes were evident in a large proportion. One was that the reply was given in the shape of a series of arguments, rather than an actual conversation with a customer, in which the replies are brought out. The other was, that the contestants closed up their arguments without any special effort or clincher to land the sale. The two prize winners did well in this respect. They brought the proposition up to the point where the customer had to make up his mind, and give his decision.

Our Next Contest.

The subject of our next contest will be announced in the February 18th issue of Hardware and Metal. It will be a good one! Hardware clerks will be asked what they would say when confronted with a statement which they probably hear every day of their lives. Every clerk who took part in this contest should participate in the next one as well. And those who hung back will be welcomed. Watch for next week's Hardware and Metal.

Some Worthy Contestants.

Honorable mention is made of the answers sent in by the following:

G. Bourassa, with Lachance & Pelletier, Montreal; Geo. Blott, with A. Ballantyne, Brantford; J. Westcott, with J. E. Westcott, Ailsa Craig; Norman D. Nairn, with St. Marys Hardware Ltd., St. Marys; Fred B. Graham, with R. F. Johnstone, Acton West; James J. Minion, Owen Sound; Geo. Grobb, with Watts & Bates, St. Catharines; Isaac E. Pollock, with Thomas Gollop, Cookstown; Gordon McKinley, with Vokes Hardware Co., Toronto; R. W. Walters, with Vokes Hardware Co., Toronto; Arthur Gamble, with Boxall & Mathie, Lindsay; Geo. E. Beale, with Burks Falls Hardware Co., Burks Falls; James T. Aitken, with Drummond, McCall & Co. Montreal; E. A. Whitten, with the Whitten Co., Bracebridge, Andrew J. Bedard, with McKinley & Northwood, Ottawa; K. W. Mathewson, with Geo. Mathewson, Toronto; E. Garrett, with the Vokes Hardware Co., Toronto; E. J. Hart, with A. E. Dobbie & Co., Brockville; F. G. Moxley, with H. W. Marshall, Kingston,

A Spring Sale of Household Specialties is Advisable

In Developing Business Merchants Might Well Devote Attention to Such Goods as Vacuum Cleaners, Fireless Cookers, Ice Cream Freezers and Washing Machines—How to Arouse the Interest of Lady Customers.

Every progressive hardwareman aims to secure a large share of the trade of the home and to make his establishment sufficiently attractive to draw the patronage of members of the fair sex. To do this, it is necessary to have a bright, well-kept store and attentive clerks. It is even more necessary to handle goods calculated to arouse the interest of the ladies.

There is an ever increasing number of articles which are becoming features of every home, but which were once classed as novelties or luxuries. A washing machine is now found in most houses and hardwaremen have a splendid opportunity to make customers through the medium of these labor-saving devices.

"We have been featuring one particular variety of washing machines and have found it a splendid seller," said C. Penfold of S. & G. Penfold, Guelph, recently to a representative of Hardware and Metal. "By featuring this line, we have, in addition, attracted a number of new customers to the store."

There are other lines of a somewhat similar nature. Clothes dryers are a necessity in the city home where there is not sufficient ground room for the old-fashioned "whirl-a-gig." Even in smaller places, where good-sized yards are the rule rather than the exception, there is a tendency to invest in the more modern apparatus and chances for large sales are good. The vacuum cleaner is becoming a feature of the home. The ice cream freezer is a salable article — for all classes of people have learned to appreciate the luxury of being able to serve frozen comestibles at short notice. The water cooler is still another article which makes for greater comfort and convenience in the home.

Fireless Cooker.

Few lines would appeal more forcibly to the housewife for use during the summer months than the fireless cooker. Not only is it an economical arrangement but it does away with the extreme heat which makes cooking far from pleasant during the summer. Although a comparatively new article, the fireless cooker is selling well and the possibilities, for the very reason that the idea is new, are limitless.

Hires Out Cleaner.

Milton Rossiter, Queen street east, Toronto, has adopted the policy of hiring out vacuum cleaners and finds that it pays him well. Last fall Mr. Rossiter bought his first vacuum cleaner at a cost of $25 and inside of two months, the proceeds from hiring out had more than paid for the cost. He then bought another and both machines have been more or less in use ever since.

"I figure that I can make $100 a year out of it and that goes a long way toward keeping a horse," he explained. "In fact, in time I hope to pay all cartage expenses in this way.

Features Specialties.

"I make a point of featuring these goods," said a Western Ontario dealer, the other day. "If proper publicity is given them, they sell readily and I find there is a good profit in all lines."

Holds a Special Sale.

"I hold a special sale every spring," he continued. "That is the time when the housewife is likely to buy an ice cream freezer. With warm weather close at hand, she is quite willing to consider any means of providing easily made and delicious desserts. That is the strong point that I make in my advertising. Then, in spring the thrifty housewife is sure to houseclean and a sale of vacuum cleaners is bound to interest her. I arrange demonstrations and show exactly how they work. These sales are always profitable and, what is more, they get the ladies in the habit of visiting the store."

A Good Method.

A good method would be to choose some week, say in April, and advertise it as a "household specialty" sale week. Room could be provided by clearing out a space toward the rear of the store and arranging there a display of ice cream freezers, washing machines, vacuum cleaners, fireless cookers, clothes dryers, water coolers, water heaters and all the latest articles for use in the kitchen. One or more clerks would be required to devote their time exclusively to sales in this department. Some measure for demonstrating the active use of the different articles would undoubtedly prove effective.

The question of publicity would be an important one. The success of an effort of this kind would depend largely on the creation of a keen interest among the ladies in the goods. To do this a certain amount of adverising would be necessary and the store windows would also play an important part.

Sends Out Circulars.

An effective form of advertising would be the sending of circulars to every lady in town, who might reasonably be expected to take an interest in devices calculated to raise the standard of comfort in the home. If attention were drawn forcibly to the economic features of such articles—a strong point—the added comfort and the lessened labor involved, these circulars would create sufficient interest to draw large crowds to the sale. After that, it would rest with the salesmen to complete the good work by proving the necessity for each particular article.

If goods of this description are worth carrying—and practically all hardware stores do carry them now—they are worth particular attention. It would be in the interests of the dealer, then, to seriously consider the idea of pushing the sale of these lines during the coming spring. The time would be opportune to arouse interest and, if the sale were carefully arranged and energetically carried out, a splendid volume of business could be done.

In addition, as stated before, the sale would serve the double purpose of drawing new customers to the store and open the way for future sales.

A SUCCESSFUL RUMMAGE SALE.

Last week, Hardware and Metal commented upon the advertisement used by the Whitten Co., of Bracebridge, in boosting their Rummage Sale.

This sale was conducted throughout in an up-to-date manner, and the hardware trade generally will be interested in the methods employed, as described by E. A. Whitten:

"We commenced to take stock the first of January and from time to time we found articles on our shelves that had proved slow sellers; odds and ends of broken lines, shop worn goods and other articles that we decided we wanted to get rid of. All these goods were set to one side, and about the fifteenth of the month we placed them in one of our windows marked with the regular selling price and then the Rummage Sale price, which in most cases is lower than the cost price.

For instance, we had a case of carvers, the regular selling price of which was five dollars, but the lining of the case had become badly faded and keeping it didn't improve it any. When a customer came into buy a case of carvers, he wouldn't take that one even at a reduced price. We placed it in the Rummage Sale marked at $1.99, and it wasn't there long.

We don't try to make a profit out of this sale directly, but it brings in cash during the dull season, makes room for new goods, and is a good advertisement. We mention a few of the "specials" each week in our advertisement, and the sale has created wide spread interest. People even write in asking us to lay aside for them certain articles which they have heard are on sale.

The results are certainly beyond our expectations and I think a Rummage Sale will be an annual affair with us.

E. A. WHITTEN.

METAL STATISTICS.

The annual book of metal statistics for 1911 has been issued by the American Metal Market and Daily Iron and Steel Report. It contains a useful review of the conditions on the metal markets during the past year, together with comparative statistics, showing relative records for many years back.

Kinks for Saving Time and Trouble

How a Belleville Store Cut Out Errors on Phone Orders and Safeguarded Their Requisitions for Stove Repairs —Simple Solutions of Troublesome Problems.

"We take a lot of orders on the phone," said R. C. Chown, of the W. W. Chown Co., Belleville, while chatting to Hardware and Metal recently, "and this used to get us into all kinds of trouble."

"For instance, Mr. Smith would call up and asked us to send over a gallon of mixed paint and a 50-cent brush. The clerk who happened to be nearest the telephone at the time, took the order, and he either tried to keep it in his head, or tore a corner off a piece of wrapping paper, and scrawled it down. If he kept it in his head, he was just as likely as not, to forget about the brush. If he wrote it down on a piece of scrap paper, the chances are that it would find its way into a waste basket or a dark corner behind the counter, while his back was turned. Even at best he might not have thought to ask whether it was the Mr. Smith of King street, or the one that lived on the hill back of the Hotel Quinte."

"Naturally, we often found ourselves in a peck of trouble. Irate customers would not believe that it had been a simple error which had caused them inconvenience. Somehow or other, they seemed to think the store was deliberately slighting them.

Tried A Simple Expedient.

"One day I got an idea from a trade paper, which I thought could be applied to this very problem. After thinking it over, I drew up this telephone order blank (see Fig. 1), and it has put an end to the trouble.

"A pad of these blanks is always on the desk beside the phone, and, when a

The W. W. Chown Co., Limited

FOR TELEPHONE ORDERS ONLY

From Mr .....

Address .....

Phone No. .....

Date .....

Telephone orders should be FILLED PROMPTLY and CAREFULLY Copy this order onto a sales slip and then hand it to the manager for filing.

Time received ..... Time order was filled. .....

Order received by .....

Order put up by .....

Fig. 1.

customer calls up, the clerk who answers, is ready to take down his order immediately. He has to fill out the blank accurately, and the spaces to be filled in, suggest that he should ask the street and phone number, so that there is no possibility of sending the goods to the wrong customer."

"As soon as the order is received, it is entered in the counter check book, just the same as if it were given personally. We take it for granted that a customer who telephones an order, wants it sent without delay, so it is immediately put up. The order blank is marked with the time it was received, time filled, initials of the clerk receiving the order and initials of clerk filling it.

"The order blank is then passed back to the office, where it is placed on file,

The W. W. Chown Co., Limited

For Stove Repair Orders Only

Date .....

For .....

Address .....

Name of Stove .....

Manufactured by .....

Number and Date .....

Burns Wood or Coal? .....

Is Lining Brick or Iron? .....

Style of Grate .....

If Heater, with or without Oven .....

Parts Wanted .....

Wanted by Express, Freight, or First Goods .....

Deposit Paid .....

Order Taken By .....

Goods Received .....

Paid .....

Charged .....

Fig. 2.

in case the necessity should later arise, to consult it.

Stove Repair Troubles Eliminated.

"Another frequent cause of annoyance, was in ordering stove repairs. We found, very often, that, in taking an order for stove parts, some little bit of information was overlooked, and we were likely to receive a letter from the manufacturers something like this:

" 'We regret that we have not been given sufficient information, to fill the order correctly. Will you kindly let us know by return mail, whether the lining is brick or iron?'

"Of course, that necessitated getting in touch with the customer once more, and a lot of time was wasted. Needless to say, the customer's temper would not improve, in the interval.

An Automatic Reminder.

"So we hit upon a blank form to solve this difficulty as well. Here it is (Fig. 2). You will see that it is a kind of automatic reminder. When a clerk is taking an order for stove repairs, this blank calls to his mind, all the information that is required by the manufacturers, in order to ensure the correct goods being sent. It is thoroughly satisfactory all around, and we have not had any trouble in handling our stove repair business, since we adopted this system."

There is scarcely a hardware store, where little vexations arising chiefly from errors of omission, could not be cut out by adopting a handy blank form as was done by Mr. Chown. And cutting out the errors means cutting out the kicks.

A FAREWELL BANQUET.

Hotel Quinte, Belleville's famous hostelry, was the scene of a splendid banquet, last week, when the business men of the town, assembled to bid farewell to P. J. Smith, who is removing to Winnipeg.

For the past four years and a half, Mr. Smith has been superintendent of the Canada Bolt and Nut Co.'s Rolling Mills at Belleville, which he has brought to a high state of efficiency. His work has made him an enviable reputation among the steel trade of Canada. He was recently appointed manager of the Manitoba Rolling Mills, at Winnipeg, and his leaving to assume that position, was made the occasion of this unique banquet.



R. J. SMITH.

W. B. Deacon, president of the Board of Trade, acted as chairman, and splendid speeches were made by many of Belleville's most prominent citizens.

In response to the toast "Our Guest," Mr. Smith, foretold prosperity and business expansion for Belleville. He urged the business men of the city to work for better transportation facilities both by rail and water. This, he thought, would result in making Belleville an industrial centre.

That the banquet was such a huge success, was due largely to the efforts of Ald. R. C. Chown, vice-president of the Ontario Retail Hardware and Stove Dealers' Association. Mr. Chown responded to the toast of the "City of Belleville."

REPRESENTATIVE APPOINTED.

W. H. Paget, manufacturers' agent, 777 Queen street east, Toronto, has been appointed Canadian agent of Hohlfeld Manufacturing Co., Philadelphia, makers of hammocks, to succeed the late A. G. Perry of Montreal, who died in December.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - - 511 Union Bank Building. Phone 3726
Vancouver, B.C. - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

HOW IS THE BALANCE SHEET?

By this time, the majority of dealers will have taken stock and drawn up their annual balance sheet. While the prosperity which is general in our country should ensure a comfortable balance on the profit side, for almost every hardwareman, there will, no doubt be some, who will be somewhat disappointed at the result.

Perhaps there will be a tendency on the part of some such merchants to try and make their figures tell them a rather more optimistic story than would really be justified. Our advice is, Don't do it! Let your balance sheet point out to you relentlessly, the flaws in your business, and make up your mind that those flaws will not exist next year.

No matter how your business shows up as a result of the inventory, it should act as a spur for greater exertion next year. If the profit was larger than anticipated, what a splendid encouragement that is for the exercise of greater ingenuity and care and labor in the next twelvemonth! If things are not turning out so well as expected, get up the fighting spirit and determine that next year will see a hard and courageous up-hill battle. To be going ahead is so exhilarating, that the man who had a successful year in 1910 will use every effort to keep things moving in the right direction in 1911; and the man who went back will work untiringly to make his profits show larger this year.

METAL STATISTICS FOR THE PAST YEAR.

Interesting facts can be gleaned from the book of metal statistics, published by the American Metal Market and Daily Iron and Steel Report. The comparative tables given show the immense strides forward that have been made in metal production and consumption during the past twenty years. Another fact which stands out prominently is that the prices of metals have seen marked decreases during that same length of time. Metals have not kept pace with every day commodities in the matter of price. For instance, J. B. grade coke tinplates sold in 1880 for $6.75, and in 1909, they brought $3.91. Lake copper in 1881 sold at an average price of $18.25, while last year the average price in the United States was $13.12. Lead was quoted in the United States in 1881 at $4.81, and last year the average price was $4 49. Tin is an exception to this rule, however, the present price of tin being far in excess of past quotations. The average London quotation on tin in 1881 was £87, 7s. 6d.; during 1910, the London average crept up to £155, 6s. 2d.

Perhaps the most marked increase in production is in steel. In 1896, the first year included in the table of comparative statistics, the total steel production was 5,281,639 tons; in 1909, it is placed at 23,955,021. The amount produced in 1909 showed a distinct advance over 1908 when 14,023,247 tons were turned out. The United States lead production for 1880 was 97,085 short tons; in 1910, the total had swelled to 379,076. In copper there was a restriction of output in the United States during the past year from 487,925 tons to 481,700. The world's output saw an increase over 1909, however, from 836,870 to 850,000.

EXPERIENCE AS A TEACHER.

No amount of experience can ever make a man perfect. Canvassers for trade papers frequently have dealers refuse their proposition on the ground that "they have been in business for twenty years and don't need advice as how to manage their store." This view is a very narrow one to take. The trade paper does not essay to show a man how to run his business. But, by telling what others are doing, giving the news of the trade and reflecting the opinions of men in all branches, it undoubtedly provides a ready means of improving business knowledge. No matter how extensive a man's experience may have been, he can still learn something from others in the same business and the trade paper serves as a medium for this interchange of ideas. The fact that a man values his own experience so highly, should naturally lead him to place some value on the experience of others.

DISPLAYING GOODS TO PROMOTE SALES.

With the majority of hardware merchants, the store itself by no means shows all the stock carried. There is the basement, the tinshop, stove warehouse, and frequently a flat or two over the store, where stock is kept after being received.

The dealer should see to it that all the goods stocked in these more or less out-of-the-way places, are regularly represented in the store proper, which may be considered the show ware-rooms of the establishment. Customers pay no great heed to the advice, "If you don't see what you want, ask for it," for the simple reason that they do not often want a thing until they see it. Unless goods are hopelessly out of season, they should be given a chance periodically on the floor or tables of the store. As it would not do to unduly crowd the store, it will be wise to frequently change the store display, on the same general principle as the window and newspaper ads. are changed.

A large store in a town north of Toronto imported a quantity of fine enamelware, some little time ago, and as usual, the shipment was hoisted to the second storey until required. By and by the draft for the goods came along, and the merchant found that his shipment was still practically intact.

He immediately decided to push them vigorously. One of his fine windows was filled with samples, and a large table was arranged near the back of the store, where a good part of his shipment was displayed. The result was that the enamelware, in the words of one of the clerks, "went like hot cakes," and it didn't take long to dispose of the lot. The window display with prices marked on each article, coaxed people into the store, the attractive table in the rear, won their trade, and they generally bought some of the other goods on display, before they left.

WHEN IS A SALE CLOSED?

A bright looking clerk was waiting upon a customer in a hardware store one day, but though he was evidently trying hard, and showing a great assortment of goods, he didn't seem to be getting along very well in helping his customer to make up his mind. The merchant, seeing his predicament, remarked in an undertone: "There is just one thing wrong with Dick—he doesn't know when he has closed a sale."

This may seem a strange fault, but it is really the very thing which spoils the efficiency of many clerks who may think that their employers are not properly recognizing their abilities. They may be polite in manner, may know their goods thoroughly, and be able to put up a very good talk, but they have not the knack of understanding their customers in such a way as to know the moment when they have made up their minds to buy.

This fault is probably caused by a certain lack of aggressiveness in the clerk's make up. He feels diffident about forcing matters to a close, possibly because he fears to displease his customer. But a clerk must wait upon so many slow-thinking customers, that instead of waiting to hear them say: "I'll take this one," it is necessary to put forward some such suggestion as "May I wrap this for you?"

A SUCCESSFUL CONTEST.

The success of the first contest for clerks, conducted by Hardware and Metal, has been most pronounced. Replies have been received from all parts of the Dominion, about seventy in all. The work of judging was, in consequence, no mean task and the winners were selected only after very careful and earnest consideration. It was gratifying to note the almost unvarying excellence of the replies, evidencing as it does the high standard to which hardware clerks have attained.

The widespread interest displayed in the contest proves that the retail salesmen, as a class, are anxious to get ahead and to improve their knowledge of salesmanship. Judging from many of the replies, some of the contestants at least are already adept exponents of the art of selling goods. A keen perception of selling points, tact and forceful directness were displayed. It has become quite apparent that by taking part in the contests it will be possible for clerks to brush up their wits and improve their selling capabilities. To the onlooker, also, the contests will have a distinct educative value.

THE THINKING MAN IN BUSINESS.

In business it is the man who thinks that gets farthest ahead. It has been truly said, "What we need is not more things, but more thoughts." Careful study of business conditions is absolutely necessary, if the dealer desires to get the best results.

For instance, the man who thinks will figure out chances of making sales of a certain line of goods at a certain time. At present, there is an opportunity to sell supplies to paperhangers. The housecleaning season will soon be on and the paperhanger will be in need of utensils to carry on his trade. He will buy now and the hardwareman who is wideawake enough to be out after that trade will get it. How many dealers have foreseen this contingency and prepared for it?

There are just such chances at every season of the year and it is the man who thinks that seizes the opportunities thus presented.

POINTED EDITORIALS.

Don't lose a good suggestion. Use it.

◉

After reading the replies in our Clerks' Contest, we are forced to the conclusion that there are some mighty good hardware clerks in the country.

◉

Watch for our Hardware Convention Number next week. It will be a fore-runner of the good things awaiting you at the Peterboro Convention.

◉

The bears have held the centre of the boards on the tin market this week. Can it be that the bulls, like Kuropatkin, are just "luring 'em on?"

◉

There is only one thing better than having goods arranged neatly and attractively in the store; and that is to see them going out rapidly and in first-class order.

◉

Better start to get ready for the Peterborough trip. Kill two birds with one stone; enjoy a fine outing and improve your knowledge of business methods at one and the same time.

◉

The paint and oil situation is worthy of careful study at the present time. Dealers will be able to manage that department intelligently only by keeping in close touch with market conditions.

◉

The use of too many words in advertising is double waste of time—your own and that of the man who reads. Get to the point at once when you have a point to emphasize; if you have several, make them keep close company.

◉

Some dealers sign an advertising contract with the same feelings as they make a donation to the Orphans' Home. But there's a difference. While charity is its own reward, newspaper space, when properly used, will bring dollars and dollars to the hardware store.

◉

Your average customer is not prepared to make any allowance for errors in your store. If you send him the wrong goods, or bill him with material that he has already paid for, it will take a lot of persuasion to convince him that you really didn't intend to cheat him. The best remedy is to perfect your methods so that mistakes will be impossible.

◉

No two things differ more than hurry and dispatch. Hurry is the mark of a weak mind, dispatch of a strong one. A weak man in office, like a squirrel in a cage, is laboring eternally but to no purpose; in constant motion without getting on; talks a great deal but says very little has a hundred irons in the fire but very few of them hot, and with these he burns his fingers.—Colten.

How To Go About Writing an Ad.

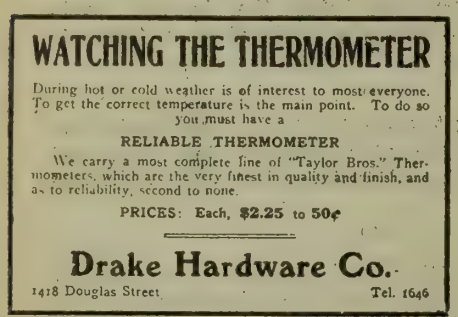
Practical Suggestions for the Novice—Taking the First Steps—Style of Copy Required—How to Analyse an Ad.—Criticism of Some Hardware Advertising.

Many a clerk or dealer who can perform wonders of salesmanship behind the counter, feels absolutely at a loss when he goes up against the problem of writing an advertisement for his local newspaper. He feels, in many cases, that he really does not know what is the first thing to be done in preparing the ad.

As it costs money to use newspaper space, it will pay every advertiser to plan his campaign carefully, no matter how small his town. It has been proven beyond the possibility of a doubt, that advertising in newspapers, when properly conducted, is very profitable, and this should encourage every merchant to see that his advertising is the result of thoughtful attention on his part.

The First Steps.

The very first thing for any advertiser to do, is to make it a weekly or monthly habit, to sit down and think over the lines he wishes to advertise during the



Ad. No. 1.

following week or month. If he is running ads. in dailies, he should plan a week ahead; if in weeklies, his plans should be laid a month in advance. If he fails to lay out his campaign in this way, the chances are that the printer will call him on the phone to remind him of his ad. a couple of hours before the paper goes to press, and the copy will be written hurriedly along general lines, without featuring any special goods.

Having drawn up a list of articles to be advertised, the next thing is to see whether the necessary cuts are on hand to illustrate the ads. It always increases the pulling power of an advertisement, to have it illustrated, and as it is an easy matter to secure suitable electros, this feature should never be overlooked. Manufacturers, as a rule, are very glad of a chance to supply cuts of their goods, to help the dealer in his advertising.

How to Fill the Space.

With a rule, outline a space exactly the size of the space contracted for in the newspaper. Paste a proof of the cut in its proper location in the space. This will, of course, depend upon the size and shape of both space and cut.

How to arrange copy for the balance of the space may seem a difficult matter to one who is not posted in type display. But it really is not necessary to have the different sizes and styles of type at your finger ends. The best thing to do, in mapping out the ad. roughly, is to outline a space from one-third to two-thirds larger than the actual space to be filled, and then letter the copy in such a way as to give a comparative idea of the sizes of type required in the headlines and body of the advertisement. With a few words of explanation as to the general style of ad. wanted, the printer will be able to set up the ad. in good shape. The dealer will gradually become acquainted with type arrangement, and this part of the work will become easier with every ad. that is written.

The Style of Copy.

The headline and cuts should always be directly suggestive of the articles advertised. They should be described accurately and in detail, and prices should be quoted, almost without exception.

Each advertisement should be carefully planned, just as the entire campaign has been. When sitting down to write the ad., concentrate your thought for several minutes on the article which is to form the subject of the ad. Is it a staple article or a specialty? If the former it will be necessary to emphasize the durability and reliability of the article; if the latter, an enthusiastic description of what the article will do and how it will save time, money or labor, should be given. The idea of the ad. is to awaken a desire in the mind of the reader to possess the article, and, naturally the procedure is somewhat different when treating an everyday article, from what it would be in dealing with a new thing which is not a necessity.

Write down all the points of excellence possessed by the article under discussion. Deal with all these points in brief but convincing style. Use everyday language—just the same kind as you use when personally selling from behind the counter. Don't try to be funny or to use grand and impressive language. You are not writing an essay, you are trying to make sales.

Criticise Your Own Copy.

When the ad. is completed, analyse it and criticise it yourself. Try to see where it could be improved. Ask yourself these questions:

Will the ad. stand out so as to attract attention?

Does it give a satisfactory description of the article?

If you yourself were a buyer instead of a salesman or ad.-writer, would that ad. influence you to purchase the article?

Is there anything the reader will want to know which the ad. does not tell?

This is a pretty good test to apply to an advertisement, and, if you really think it meets the requirements, it is fit to go to the printer.

Some Current Hardware Ads.

On this page we reproduce two specimen ads. of hardware dealers, which recently appeared. Strangely enough, ad. No. 1 is clipped from a paper in Victoria, B.C., where the variations in temperature are by no means so great as they are in almost any other part of the country. And yet, how seldom does one see thermometers advertised? If it is worth while to advertise them in Victoria, what's the matter with Calgary, Winnipeg, Toronto or Montreal?

The man on the street comes downtown holding his ears, and affirming that



Ad. No. 2.

it is 20 below. If he can add that he got this information from the thermometer on his front door post, he commands attention. Otherwise, it is merely hearsay. For that reason, the possession of a reliable thermometer gives a man a certain position of dignity in his community. It's a mighty comforting article to possess, too. So it is a good subject for an ad.

A cut of a thermometer would have added greatly to the pulling power of this ad., for it would have been much more certain of attracting attention. While the reliability of a thermometer is the most important thing about it, this point is not properly made by the heavy type used for the words "Reliable Thermometer." The reader would naturally infer that "Reliable" was the trade name of the particular thermometer advertised. The copy could have been strengthened by making a sub-head instead, of the words, "Taylor Bros.' Thermometers." The balance of the ad. should then read something like this: "These thermo-

meters are the very finest in quality and finish, and they have a reputation for absolute reliability. You can always depend upon them to register the correct temperature."

The prices quoted in this ad. are not very definite, but they give the reader an idea of the range carried, and the ad. is better for their being shown.

A Weak Headline.

"Do Away With That Tired Feeling," is a weak headline, and it is not strengthened by the fact that no cut is shown. If there were a cut of a washing machine, the reader would know, at least, that it was not a patent medicine advertisement. This idea could have been better expressed in some such way as this: "Washing Will Not Tire You if You Use One of Our Motor Washing Machines. Put your clothes in the machine, connect it with the water tap, and the work will be done for you. Our price is only $——, and you will save the price of a wash-woman every week."

The price should also be mentioned in connection with the other washing machines, wringers and wringer stands, included in the advertisement.

THE DIFFERENCE IN SALESMEN.

It must be admintted that the selling end is the vital department of a retail hardware business. That being the case, in comparing the methods of different hardware dealers, it is not strange that some of them are making a great success of their business while others are simply keeping afloat.

The great difference in salesmanship was emphasized to the writer, by experiences which he recently had, in two hardware stores.

No Salesmanship Here.

In one store a farmer's wife was looking around while the proprietor was tieing up several small packages for her. She stopped in front of three or four washing machines that were grouped together and after examining one more than the others she asked the proprietor what was its price.

Well, the first weakness was that the dealer had to look up an inventory or some other list he had on file, and it was at least three or four minutes before he called out "ten dollars." When he had completed the tieing of the packages he asked the woman if "she was thinking of buying one" and she said she was. She had one already but it was an old style and not much of a labor saver. Then the woman left the store.

This Dealer Knew the Game.

A few days later I was in another town and I chanced to witness the sale of a washing apparatus by a proprietor of a somewhat different type. The woman in this case was in the store when I arrived and apparently she had a half notion to invest in one of the latest types of washing machines. The hardware man was confining his attento two or three lines. He all but took them apart, and if there were any good features that he overlooked he should be forgiven. There was one machine on which he seemed to be particularly well posted in regard to the talking points. He carefully explained how the ridges on the bottom and the top caught the clothes and the weight of the top container, if such it might be called, pressed on them and in consequence, if there was any dirt in the clothes, it was bound to come out in that wash. The easy movement of the machine, backward and forward, in a spiral movement, the many ball bearings, etc., were all pointed out. I think this machine was ten dollars, too. The woman, it seemed, must have longed to get the machine home to test the possibilities that had been so lauded. It was sold at any rate, and if the woman did not know how to work the machine after that talk, it was not the fault of the hardware man.

Where the Difference Came in.

It is hardly necessary to point out that the first proprietor did not take advantage of the presence in his store of a woman who expressly stated that she was interested in the new types of machines and all but stated that she would buy one. It would have been wise to have shown her the working principle of at least one of the types and if it would save labor to have impressed her with that fact. Even had she not bought it then, she would recall it every time she used the old one at home and the more she would think of the new kind, the more would she feel that she needed it. Take advantage of the presence of people in the store, it is a mighty good motto, but one must be right in his methods of procedure if he wants to make sales.

Straight Talks on Hardware Salesmanship

TALK No. 13 BY VICTOR LAURISTON

Dave keeps a hardware store out at Three Corners. Twenty-five years ago he kept the same store. His assortment of razors and cutlery occupied a showcase right inside the door, to the right as you went in. I dropped in the other day, and the first thing I beheld—entering a store, I always glance mechanically to the right—was a display of razors and cutlery. And it looked like the self-same display with the self-same dust upon it.

"Dave," I remarked, "you're the best fellow in the world, but—why don't you advertise?"

"Huh!" remarked Dave, hunching his right shoulder a little to the front as he sat on an upturned nail keg which stood where the upturned nail keg always used to stand, "how kin I advertise? Ain't no paper in Three Corners."

"Dave," I said, "you've three and a quarter feet of splendid advertising space right behind where you're sitting—and you don't use it worth ten cents. What's more, you've pactically killed its value by never changing your advertising copy."

He was a bit mystified. I explained.

"Yes," he rejoined, quite calmly, "I know that corner's one of the best places for show-case display in the whole store. That's why I always keep the cutlery there."

Dave has his philosophy of show-case advertising, and I have mine. Mine is that show-case advertising and newspaper advertising have a lot of things in common. Run the same old newspaper advertisement, day in and day out, and people will quit reading it—just because it's always the same. True, new subscribers will glimpse at it with interest, just as new customers will enter Dave's store to whom the 25-year old cutlery display will be novel; but they'll speedily become reconciled to it, and then forget it—which is the attitude the new customer speedily assumes to the persistent cutlery display.

That's why the best advertisers in our small dailies change their "copy" at least twice a week—and why the very best change it every day. And that's why, inside a store, you should keep things moving—in order that the customer, dropping in, may always find some new interest in the stock you offer.

Of course, you must have a certain fixed arrangement of your stock. Eternal shifting of goods creates confusion. Your salespeople must know where things are. Hence, under the surface, your store arangement must be measureably rigid, changeable only for substantial reasons. But on the surface—where things show—change should be continual, and the object of your shifting to bring as many different lines as possible effectively before the customer's eye.

Your show case represents just so much advertising space. Storage of goods is a secondary purpose. There's no reason why half a dozen lines should monopolize this advertising space to the exclusion of other lines just as appealing to the customer's eye and just as well worth pushing.

Even in that cutlery display itself, try this policy of change about. Show pocket-knives one week, and table cutlery the next, and scissors the third.

Superficial shifting of stock is suggestive. It suggests to the buyer that the stuff you offer is most decidedly on the move, and that it's up to him to follow suit with his little pocket book if he wants to share in the good things the public are grabbing up with such avidity.

News of the Stove and Heating Trade

Retailers Selling Still—An Increase is Noted in Volume of Business Done.

JANUARY WAS BUSY.

The month of January was a peculiarly active one in the stove line. Although January is never a good stove selling time, the past month saw a great deal more business done than is customary. "Trade at least 30 per cent. better than during January 1911," was the report given by the Toronto manager of a large stove concern. "We are busier now than we had anticipated.

HELD ANNUAL CONFERENCE

The following district managers of the Gurney Foundry Co. were at the head offices of the company in Toronto this week, in conference with the heads of departments: Robert Lockhart, Montreal manager, Wallace Hallowell, Winnipeg manager, Charles Lightfoot, Vancouver manager, and R. Hinrichs, Calgary manager.

PROSPECTS IN WEST

"We are looking for a splendid year out West in the stove business," said Wallace Hallowell, Winnipeg manager of the Gurney Foundry Co. to a Hardware and Metal representative. "In fact, we hope for a better year than 1910. Business was brisk throughout the West last year but in some sections, where the crops were not up to the mark, there was room for improvement. Reports that we have had, however, indicate that the retail trade, was, on the whole quite satisfactory."

DEMAND FOR TRIMMINGS

While the stove trade is not particularly brisk just at present, orders are being received for furnaces and the demand is rather better than seasonable.

The tinsmithing trade is busily occupied in making dairy cans and pails and work of a similar nature. The supply houses as a result are kept busy turning out the material and trimmings. January, February and March are dull months for regular tinsmith work but the tendency of late years has been to fill in the dull season by finishing up dairy supplies and most shops now go in for that line.

ORDER PLATES EARLY

The brisk present demand for plates and sheets—as noted elsewhere in this issue—brings up the question of the advisability of early ordering. This applies not only to the retail trade but to the manufacturers and supply houses as well.

Last year, particularly toward the end, it was found quite difficult to get orders for plates filled. One firm received about a month ago a consignment of Canada plates ordered last June for shipment the first of August and the same firm is still waiting for the arrival of 150 boxes ordered about the same time.

"It does not do to delay ordering," said a stove manufacturer, in commenting on this tardiness. "Most firms are adverse to ordering for early delivery as it means settling sooner and having the stock lying around for a long time before it is needed. As a result, they don't get the goods when they need it and their customers have to wait."

At least one firm is ordering Canada plates now, which will not be actually required by them until the fall. It is hoped in this way to secure supplies before the English tinplate mills become so busy that orders for plates are left over.

SELLING STOVES IN MID-WINTER.

That it is posible to sell stoves during the winter months is proven by the recent experiences of energetic hardwaremen.

A letter was received at the head office of a stove manufacturing firm this week from an Ontario dealer in which he referred to the fact that he had sold five stoves in the last ten days. An extract from the letter in question reads:

> Thanks for the hints on mid-winter advertising. I have used newspaper space pretty regularly since the second week in January and have adopted the style you suggested, as a result, have sold five stoves within the past ten days.

The accompanying illustration is a stove ad. reproduced from a Vancouver newspaper, which demonstrates that W. C. Stearman of that place has been selling stoves pretty regularly. If it is possible to make sales in the comparatively warm country which lies on the Pacific slope of the Rockies, there is no reason why dealers in the colder and bleaker sections of the country should not do the same.

The Sales so far for January of The Monarch Malleable Range are more than double what they were for the corresponding month of 1910, thus showing that it is by all odds the favorite range in Vancouver.



Sold only and guaranteed by

W. C. STEARMAN

The People's Hardware Merchant

546 Granville Street. Phones 5940, 5941

Mail Orders receive prompt attention

By scanning the newspapers, the fact is borne home that stove men are using printers' ink at the present time much more freely than has been their wont. Practically every paper contains at least one stove ad. and the arguments used are, for the most part, quite seasonable and forciful. It is not an unreasonable assumption that the improved demand, reported by manufacturers, is due in no small degree to the more progresive methods of the retail dealers.

WILL FIGHT FOR CONVENTION

Ald. H. Occomore, stove dealer, Guelph, and Ald. Kelly have been appointed representatives of that city to the Hardware and Stove convention at Peterboro. They were empowered by the council to extend to the members of the association a hearty invitation to hold the 1912 convention in Guelph. It is understood that they will fight hard to land the honor for the Royal City.

NOW MANAGING STORE

F. H. Smith has been promoted from the Ontario traveling staff of the Gurney Foundry Co. to the management of their Yonge street store, Toronto. For some years he has covered the territory between Toronto and Parry Sound and has a whole host of friends through that district.

GILLETTE COMPANY TO BUILD.

Evidence of the onward march of the Gillette Razor Company is again shown by the fact that this company have purchased a lot of land on the corner of Dowd & Alexander streets, Montreal, 100 feet frontage on St. Alexander and 76 on Dowd. They will build here a five-storey fireproof building of mushroom construction. Work will be commenced on the 1st of May next, and will be rushed through as soon as possible as the present quarters of this company are found to be far too small.

CALENDARS.

A. H. McKeown, of the McKeown Hardware Co., Lethbridge, has been laid up with an attack of appendicitis.

Hardware and Metal is in receipt of a calendar from the Ontario Lantern & Lamp Co., Hamilton.

Calendars.—Hardware and Metal has received useful and attractive wall calendars from the Dominion Belting Co., of Hamilton; and the Enterprise Foundry Co., of Sackville, N.B.

Electrical Specialties a Valuable Department

Hardwaremen Can Make a Good Profit Handling Such Lines —Some of the Latest Goods of a Useful and Novel Description.

Electricity is gradually invading the home in the form of mechanical devices. The inventive mind of man is finding means to turn this great natural force to the work of relieving labor and providing amusement in the home. The number of household goods electrically operated is constantly and rapidly on the increase.

One of the latest things on the market is an instrument which drives the impurities out of the air and can, according to the inventor, clear the foetid air in the closest room "just as an electric storm purifies the air out-of-doors."

A popular line is the toy motor for boys, which retails at a moderate price and proves a source of delight and instruction to the boy, who is mechanically inclined. Somewhat in the same order is a toy transformer which can be attached to any alternating current lamp socket and thus provides the lad with a minature power plant of his own.

Some Latest Novelties.

Among the most novel of recent ideas is the combination pocket light and cigar lighter. A moving picture machine of small size; a wireless outfit that is guaranteed to send two miles and receive from a distance of 50 miles; an electric tattooing machine, which has the advantage of being distinctly novel, even if it is not eminently useful; a telephone muffler which enables a man to speak at his own desk without any danger of being overheard; a combination electric light and pencil which makes it possible to write in absolute darkness; a magnetic thimble, with which a needle can be picked up; these are some of the many unique articles which electricity has made possible.

Many Useful Lines.

The novel articles are few in number, however, to the electrical goods which might be classed as useful. Among the latter are the following: A sleeve iron with a detachable handle; a portable water heater, a disc stove, a shaving mug in which water is heated by electricity, a variety of bells and portable lights, adjustable lamp shades, a bench light and articles of kindred nature.

A warming pad, which is intended to serve the same purpose as a hot water bottle, is a recent idea and an electric chafing dish is also on the market.

A Valuable Department.

It will readily be seen that the day is not far off when electric articles will be found serving useful purposes in practically all homes. In the stress and bustle of modern life, man is finding it necessary more and more to depend on time and labor saving devices. As time demonstrates the usefulness, and improved methods gradually lower the price, electric goods will come largely into vogue.

It is no idle assertion, then, to say that the present trade in such goods will develop rapidly as time passes. The opportunity presented is a splendid one and the hardwareman should take advantage of it, without delay. The hardware store is a good medium for the sale of electric articles and the progressive dealer will grasp the opportunity.

An Electrical Department.

In a great many hardware stores now, lighting fixtures are handled. Some merchants have found this department such a good paying one that they have hired an electrician to attend to the installations and such work. It is suggested as a plausible idea that a hardware merchant could make the department pay well by selecting one of his clerks to look after the sales and aiding him to acquire a knowledge of electricity.

SHORT TALKS TO CLERKS

By An Ex-Clerk

PUNCTUALITY.

Punctuality is a subject on which mostly all retail clerks can be plainly talked to, as it means the starting out right for a good day's work. When you start out right for a good day's work, you are starting out in the world right.

If the time to be at the store is seven o'clock, you hire with your employer knowing that that is the time. Why should you come to the store at 7.15? Many clerks will come to work ten minutes late, twenty minutes late, thirty minutes late. If you are engaged to come to work at seven, then carry out your contract. If your employer engaged you on the understanding that he would pay you $12 a week, what would you think if he gave you on Saturday night only $11.80? You would immediately say, "You have not carried out your contract."



The clerk can be of much value straightening things up the 15 minutes he is Late.

My point is, MAKE GOOD RIGHT FROM THE START. Is it fair, do you think, to steal fifteen minutes—for that is what you do when you are late. Stealing may sound harsh, but when you come right down to facts that is what it is. You could be of value in that fifteen minutes straightening things up, putting things in their places, and in many other ways.

And let me impress another thing on you: When YOU are late, why shouldn't the other clerks come late? In fact, the result is that they do, and they get it into their heads that it is all right. As a matter of fact, it is all wrong.

A bank opens at ten o'clock. It does not open at 10.10. It opens on the dot. That is punctuality. If you are going to the depot to catch a train at nine o'clock, you would never figure on getting there ten minutes after nine; you would be there ahead of time—caused by punctuality in the railroad system.

Probably you think that when you come in ten minutes late it is never noticed. Don't fool yourself! Don't ever get the impression that, because there is no mention made of an irregularity, it is not noticed, because it is. It is noticed not only by your employer but by your brother workers. It is noticed by the opposition store across the road. Now there is no chain stronger than its weakest link—a very weak link—which you want to immediately remove from your chain.

I recall a serious railroad wreck that was occasioned by an employe not being punctual. He was an operator, and he was due at his post at 8.00 p.m., at a little wayside station. The Chief Dispatcher, of course, knew when this operator was due, as they know of all the duties of the junior operators. At eight o'clock the Chief Dispatcher called this operator's station to stop train No. 5. At two minutes past eight he called him again to stop train No. 5, but could get no answer to the call. Again and again did he try to get a reply from this operator, knowing that the man should be on his job at eight o'clock or be dead. It was of the utmost importance that No. 5 passenger train be stopped, as a freight train coming in the opposite direction had mistaken orders; and if No. 5 were not stopped they were going to meet, which would mean the loss of many lives. And it had to be stopped before five minutes past eight, or the passenger train would go rushing past this wayside station.

Well, it was not stopped. The operator was late. The operator was not punctual. The result was DISASTER, and the loss of many lives. Think of the lives on the passenger train that depended on that operator being punctual!

You never know what may depend on YOU being punctual. The very time you are late may be the very time you are being watched. You might wonder, "Why would I be watched?" Well, your employer is probably thinking of promoting you; he may be thinking of taking in a silent partner, and is watching you to find out just how much interest you have in the business.

Trade Conditions in the Mother Country

A Boom State—Export Trade Reaches Record Dimensions—Hardware Magnates Honored by the King—Powerful Iron Ore Syndicate to Work Enormous Deposits in Brazil—Tinplate Trade's Remarkable Recovery From McKinley Tariff Effects.

Sheffield, January, 1911.—The trade outlook is very bright. The long-expected improvement is now firmly established, and in nearly all branches of trade orders are numerous and the output is large. There are no trade disputes; where the men ask for an increase of wages on the ground that the state of trade justifies it, the increase is given.

Silver and electro plate manufacturers had an exceedingly busy time during the closing months of the year, and the outlook is very promising. Cutlery and hardware makers are also well employed.

In the steel trade, the brightest spot in Sheffield is in the manufacture of high speed and other special steels. One would think that with the number of makers increasing, activity would be lessened. But it is not so. Both the home and Continental markets are active. The enterprise of Sheffield manufacturers who have perfected steels for the motor car industry has resulted in a considerable accession of orders.

The most striking evidence of the flourishing state of trade last year is furnished by the Board of Trade Returns, which show that in 1910, the total value of the exports was £534,-365,915, an increase of £64,840,749, compared with 1909, and of £77,638,-394, compared with 1908. These totals include foreign and colonial machinery as well as British. The British total of £430,589,811 was £52,409,464 ahead of 1909, and £53,485,987 ahead of 1908.

Imports were of the value of £678,-440,173, an increase of £53,735,216, compared with 1909, and of £85,486,686 compared with 1908.

The total export of British manufactures for the year was £343,023,286, an increase of £46,264,818, compared with 1909, and of £46,441,311 compared with 1908.

The principal exports of British manufactures were:

		Inc. over 1909.
Cotton fabrics..	£105,915,626	£12,470,827
Iron and steel..	43,002,937	4,810,799
Wool	37,524,173	6,852,669
Machinery	29,296,721	1,239,078
Cutlery, hardware, implements ...	6,424,002	1,011,350
Ships (new)	8,769,331	2,842,217

The year 1907 was the boom year. But even the British export total of £426,-035,083 of 1907, has been exceeded by the total of £430,589,811 in 1910.

The export trade with Canada is increasing considerably. The hardware total last year was of the value of £88,-971, compared with £66,518 in 1909, and £42,472 in 1908.

Similarly the cutlery total advanced to £113,355 from £86,596 in 1909 £69,-544 in 1908, and £107,518 in 1907.

New Year Honors.

The New Year list of honors includes the names of some associated with the trades with which Hardware and Metal is concerned. One of the new baronets is Sir Charles Solomon Henry, M.P., who is the founder and managing-director of C. S. Henry & Co. Ltd., of Leadenhall Street, London, European agents for the United Metals Selling Co. His colonial interests are strong. He was born in Australia, but has spent the greater part of his life in the Old Country.

A new knight is Sir Robert Ashton Lister, founder of the firm of R. A. Lister & Co., agricultural implement makers of Dursley. Through the enterprise of the firm, a small agricultural town has been transformed into a manufacturing community with a population appreciably increased by the 700 men employed by the firm. A big colonial and foreign trade is done, a feature having been the establishment of branches in Continental centres, in Canada, Australia and New Zealand. Much of the success of the firm is due to Sir Robert's realizing early in the career of the firm that there was a big opening for special dairying machinery, and on these lines remarkable progress has been made. Sir Robert is a Justice of the Peace, and a member of the Gloucestershire County Council.

Progress in Tinplate Trade.

The year will stand out not only for general and marked prosperity, but also for unexampled progress and development. Many previous years have revealed general, and, at times, unusual prosperity, but never in the history of the trade has such a large increase been made in the number of new mills, either actually working or in course of erection, as has been seen in 1910. After the imposition of the McKinley tariff, and the consequent large falling-off in the American demand, a number of mills by degrees closed down. As the trade has gradually recovered its old position, the idle mills have been restarted from time to time, but not until 1910 has there been any general extension of old and floating of new concerns.

There are now 35 more mills working than there were twelve months ago, and at the time of writing there are 59 mills in the course of erection. Up to the present the increased output, so far as it has gone, seems to have been disposed of without the slightest difficulty, and without weakening the market. It is, of course, probable that the state of trade will not always be as good as it is at present, but the consumption of tinplates has grown so enormously, and is still increasing so, that a greater output was urgently required.

Iron Ore Syndicate.

The formation of a powerful European syndicate to work the iron ore deposits in Brazil at Itabira do Matto Dentro, comes at an opportune time when the quantity and quality of Spanish hematite ores is declining. Leading iron and steel manufacturers of Great Britain, France, Germany and Belgium are members of the syndicate and there is strong representation from Sheffield where the ores are very necessary if the Bessemer steel industry is to flourish.

A railway from sixty to seventy miles long is to be constructed to facilitate the transport of the ores to the coast, and a fleet of twenty steamers is to be built in Great Britain to convey the ores to Europe. The ores are, it is said, all above ground, and thus they can be worked at a very low cost. The quantity now proved above the surface is not less than 500,000,000 tons. The arrangements so far are to commence the shipments in two years' time. In 1913 it is proposed to ship 500,000 tons; in 1914, 1,000,000 tons; in 1915, 2,000,-000 tons, increasing later to an annual total of 3,000,000.

All-British Shopping Week.

Chambers of Commerce and leading manufacturers and wholesale houses have been approached by the Union Jack Industries League to hold an All-British Shopping Week in London from March 27th to April 3rd. In some quarters the scheme is enthusiastically welcomed, but the difficulty to be encountered is that in certain trades it is impossible to carry out the idea successfully.

At a similar week a long time ago, a West End of London millinery firm had a display of millinery. The hats were trimmed with French flowers and the best way that the shopkeeper could describe the goods was that they were "made in our own factory."

So far as the hardware, cutlery, silver and electro plate, stove grate and steel trades are concerned, there ought to be no difficulty in getting a thoroughly representative show of British goods.

NEW TUBE WORKS AT MONTREAL.

The construction of the Canadian Tube & Iron Co.'s works is progressing very favorably. The buildings consist entirely of steel and re-inforced concrete, making them entirely fireproof and no expense is being spared in the purchase of modern machinery and equipment to enable the company to manufacture at the lowest possible cost.

The capitalization of the company is $1,000,000, all common stock, which has been subscribed for privately. The officers of the company are as follows:

President, J. W. McConnell.

Vice-president and general manager, J. L. Waldie.

Sales manager and director, Albert H. Hough.

Works manager and director, William Moseley.

Sec.-Treasurer and director, Herbert Wall.

Directors: Wm. Nelson McPherson, H. A. Lovett, K.C., Dr. Milton Hersey.

The buildings are now nearing completion, and it is expected that the company will start manufacturing early in the spring.

The works are situated on a large tract of land which has been obtained by the company at Cote St. Paul, Montreal.

COMPANIES INCORPORATED.

Central Canada Iron and Steel Corporation, capital stock $500,000, head office at Montreal.

News and Methods of Canadian Hardwaremen

New Sheet Arrangement—Dealer Selling Self-Heating Sad Irons—A New Arrangement of Shelves in Toronto Store.

NEW SHELF ARRANGEMENT..

Toronto.—Milton Rossiter, Queen street east, has a new shelf arrangement in his store, which has many advantages. The store being almost square in shape, there is considerable space in the centre and this he has utilized by building rows of shelves right up to the ceiling at regular intervals. The shelves are built out probably four feet on each side of the posts which support the ceiling and, as there are not provided with backs, they do not in any way interfere with the light in the store. At the same time, they give Mr. Rossiter a great deal of extra shelf room which he is using to the utmost advantage.

"This arrangement saves us a great deal of time and effort," he explained to Hardware and Metal. "We have a great many lines of goods right at hand, which otherwise would be stored in the rear or the cellar. Further, having the goods on display brings sales which we would not otherwise have, if our customers had not been able to see the goods."

The Russill Hardware Co. have a window display of paperhangers' supplies. There is a good stock shown of step-ladders, brushes, pails, shears, rules, etc. The display is a timely one as the paperhanger, with the house-cleaning season rapidly drawing near, must soon turn his attention to the question of replenishing his supplies. The window is well designed and striking.

CANNOT GUARANTEE DELIVERY.

Montreal.—The Herald says: "Travelers in the paint, oil and glass line are booking good orders for shipment on the going into effect spring freight rates.

"In general hardware business is also opening up well. British manufacturers of iron products continue to be very busy, and write that they cannot guarantee prompt delivery of goods, for first direct boats unless specifications be forwarded promptly. There have been no changes in general hardware prices since the turn of the year.

SELLING SELF-HEATING SAD IRONS.

Burlington, Ont.—Jas. S. Allen, of this place, has been very successful in selling a self-heating sad iron burning gasoline. It is an article which is a great convenience in the household, and, in order to interest his customers in it, Mr. Allen keeps one filled and burning, in his store.

When ladies come in to buy, their attention is called to this iron, and it is not difficult to get them interested. Mr. Allen offers to send one over to her house and let her try it. One of his clerks always goes over with the iron, to light it and see that it gets started right. In nearly every case, a sale results.

Mr. Allen says that he is selling more and more of these irons, all the time. Everyone that is sold becomes a "silent salesman," and all the neighbors who hear about it and see it in operation want one for themselves.

DEATH OF OLD HARDWAREMAN.

Kingston, Feb. 2.—One of Kingston's best known hardware merchants passed away very suddenly, this (Thursday) morning, in the person of Samuel John Horsey, at the age of 49 years. He had been troubled with heart failure, and shortly after he entered the store for the business of the day, and while he was engaged in conversation with one of his clerks he dropped to the floor. Death was almost instantaneous.

It is supposed that his death was brought on by the extra exertion he had to put forth through the deep snow, in his walk to the store.

The late Mr. Horsey was born in Kingston, forty-nine years ago, and had lived here all his life. He was in partnership with his father, the late Richard M. Horsey, until the latter's death about twelve years ago, when he took over the business. The name of HORSEY has been connected with the hardware business here for the last sixty years, deceased's grandfather having been in the same stand where the store is now situated, on Princess street. Deceased was of a quiet unassuming nature, and his death will be mourned by his business associates, and by the general public as a man of sterling worth and honest business principles. He is survived by his wife, and one son, William, of New York; Rev. H. E. Horsey, Montreal is a brother.

Hardware Letter Box

Water Filters.

Eggett & Co., London—"Would you oblige us by sending the names of makers of Water Filters?"

Anti-Splash Filter Co., Owen Sound, Ont.—Editor.

Aluminum Sheets.

La Compagnie Martineau, Quebec—"Could you give us names of firms where we can buy aluminum sheets for roofing purposes?"

A. C. Leslie & Co., Montreal; M. & L. Samuel, Benjamin & Co., Toronto; Parke & Leith, Toronto; Northern Aluminium Co., Toronto.—Editor.

Lighting Plant.

Purvis Bros., Sudbury.—"Can you supply the address of a concern that can instal a safe and economical lighting plant, in a village where there is no gas or electric power? Acetylene is considered too dangerous."

McLaren & Co., Merrickville, Ont., and Auer Light Co., Montreal, instal lighting systems.—Editor.

CAST IRON OAT BOXES.

A. S. Shiells, Kincardine.—Are there any manufacturers making cast iron oat boxes?

The Dennis Wire and Iron Works Co., London, manufacture the same.—Editor.

COMPANIES INCORPORATED.

The Bromsgrove Guild (Canada) with headquarters at Montreal, to act as designers, modellers, makers of and dealers in all manner of decorated work, in metal, plaster, wood, stone and glass. The capital stock is $100,000.



Interior of W. Murray's Hardware Store at Cayuga, Ont.

HARDWARE TRADE GOSSIP

Ontario.

The Langstaff Hardware Co. have sold to Edward Tompkins.

R. McNabb, Barrie, has accepted a position with the Collingwood Hardware Ltd. as head clerk.

T. H. Hayhurst manager of the Galt Art Metal Co., Oalt, paid a visit to Winnipeg recently.

R. Bleakly has resigned his position as bookkeeper with the Taylor Hardware Co., New Liskeard.

Ald. H. Occomore, Guelph, has received the sad news of the death of his mother, at Salisbury, England.

J. R. Myers, Stratford, has undergone an operation for appendicitis. His condition is reported to be favorable.

Melville Cook is able to resume his duties again on the staff of the Fawcett Hardware Co., Tweed, after suffering from an attack of typhoid.

Taylor Brothers Limited are taking stock in their Lanark branch, John Taylor, senior member of the firm and manager of the Almonte store is in Almonte, assisting in the work.

James Allan, a night watchman at the B. Greening wire works, Hamilton, was found early Monday morning at the bottom of the elevator shaft dying. He had apparently walked into the opening and fallen two storeys. He died on the way to the hospital.

The hockey team of H. S. Howland, Sons & Co., Toronto, defeated the W. R. Brock team on Saturday afternoon at Varsity Rink by a score of 1—0 and now lead Section D of the Mercantile League. The game was fast and clean, the only marring feature being an accident to A. G. Ghent, of the Howland team, who had his nose broken.

A woman deliberately attempted to commit suicide in Bond's hardware store, Guelph. She bought a revolver from Fred. Miller, one of the clerks, had it loaded, paid for it and then attempted to shoot herself. The clerk reached over the counter and caught her arm in time. An effort was made to detain her until the police arrived but she finally got away. Nothing further has been heard of the woman.

Quebec.

Carmel & Frere, hardware, Montreal, are asking an extension.

Louis Couillard, hardwareman, Montreal, is reported to have assigned.

The assets of Morency, Cote & Co., hardware, Montreal, have been sold.

The merchants of St. Lambert, Que., are petitioning for an early closing by-law.

Western Provinces.

G. B. Dowswell of Cummer-Dowswell Ltd., Hamilton, Ont., is in Winnipeg on a business trip.

H. Varty is opening a branch at Saskatoon for the Miller-Morse, wholesale hardware merchants.

Williams Bros. Co., hardwaremen and implement dealers of Gladstone, Man., have sold their business to Alex. Anderson.

O. H. Hellekson & Co., of Halbrite, Sask., have sold the furniture end of their business, but will retain control of their hardware department.

Messrs. Donald and Thompson have purchased the hardware business formerly carried on by J. T. Brock, Lumsden, Sask. The new firm are young men.

Lewis & McLintock, who have been conducting a general store at Chauvin, Alta., have sold off all their lines but hardware, which they will continue.

J. B. Grandy, hardware manufacturers' agent, Winnipeg, spent a few days recently in Ontario cities and Milwaukee, Wis., in the interests of his business.

Winteringham & Hames, Glen Ewen, Sask., have purchased the entire stock of fence wire from the hardware department of the Glen Ewen branch of the Oxbow Mercantile Co.

J. C. Fleming of the Penticton Hardware Co., has returned from a business trip to Calgary. He states that, in spite of the cold weather, the carpenters and builders have had a busy time in the prairie city.

W. M. Lawrence, of the Lawrence Hardware Co., was elected to the aldermanic board of Revelstoke, B. C., but it is uncertain that he will stand. He is not yet in a position to give a definite answer.

W. H. Warminton, hardwareman of Alsask, Sask., is reported to have visited Winnipeg to purchase two carloads of shelf and heavy hardware, to be in readiness for the spring trade. He called on the editor of the Kindersley Clarion on the way and reported business to have been good all winter.

Mr. E. C. Hall, of the hardware firm of Linton & Hall, Calgary, Alta., who with Mrs. Hall has been spending the past two weeks with his parents in Campbellford, has returned to Calgary after brief visits to friends in Montreal and Toronto.

John M. Taylor, a former hardwareman of Lethbridge, is now with the Lethbridge Land and Coal Co. With his brother he is running a ranch of 1,740 acres twenty-four miles north of Taber, and reports that the snow is beginning to work some hardships on the settlers back from the railroads, as supplies are hard to get.

James Tedford, Weyburn, Sask., has disposed of his hardware business to A. R. Fraser and W. A. Enticknap. Mr. Fraser has been in the plumbing and tinsmithing business, having previously been a member of the firm of Zabel and Fraser. The new firm will add to the stock carried by Mr. Tedford, and will continue in the harness, tinsmithing and plumbing lines. The Weyburn Review says: "Mr. Tedford is one of the town's old time business men and his retirement will be regretted by his many friends both in town and the surrounding district. He has as yet no definite plans for the future, but will continue to make Weyburn his home for the present at least. He will remain with the new firm for awhile until they secure a first-class harnessmaker to take charge of that part of the business."

The Canadian Fairbanks Co., will build a block at Saskatoon.

W. Walter King is starting a hardware business at Lemberg, Sask.

Garlock & Westhaver, Saskatoon, are being succeeded by Westhaver and Brandon.

James & McClughan, hardware dealers, New Westminster, suffered loss by fire to the extent of $800.

On Feb. 1, the old established hardware firm of M. Isbister & Son, Saskatoon, changed hands, the new proprietors being Jas. A. Isbister and J. A. Pretty.

The manager of the new linseed oil company was in Medicine Hat recently, in connection with the proposed site for the plant. The one first chosen was not at all satisfactory to the members of the company and another on higher ground was asked for. The new industries committee and several local men interested in the matter got busy and secured an acceptable location in block 5 Rosedale. The site will include 8 lots. A deposit was made of $500 by the company as a guarantee that they would build the plant as soon as the necessary arrangements could be completed.

Maritime Provinces.

B. F. Maltby, Newcastle, N.B., has moved his stove and tinware business from the old site to a building next to the postoffice, which he has purchased. The new stand has been splendidly fitted up.

J. E. Giles and Donald Campbell, manager of Tweeddale & Co.'s hardware store, Fredericton, are arranging to leave in the early spring for the West, where they will go into the hardware business. They have not yet decided on what town they will locate in.

Middleton, N.S., was visited by fire and seven of the business blocks were wiped out. The total loss will be $200,000. with insurance of $55.000. Among the losers were the Parsons Elliott Co., hardware and furniture dealers.

Edgar J. Wright has bought out the balance of the stock of the McLean Hardware Co., Shelburne, N.S.

It is announced that the firm of Thompson & Sutherland, of New Glasgow and C. Thompson Co., of North Sydney, have been amalgamated and will be known as Thopmson & Sutherland Limited. The new concern will be one of the largest handlers of hardware in the Maritime Provinces, being in New Glasgow, North Sydney, Glace Bay, Sydney Mines, Westville and Stellarton.—New Glasgow, N.S. Standard.

Harry Stone, aged 22, and George Stanton, aged 26, were arrested by Deputy Chief Jenkins and Detective Killen on suspicion of breaking into the hardware store of Emerson & Fisher, Ltd., in Germain street, St. John, N.B., on the night of Jan. 24th. They are also charged with stealing sixteen razors, seventeen pocket knives, and six shaving brushes from the premises. Stone was taken into custody about 5.30, and Stanton about 6.30 p.m.

The Western Hardware Market Situation

Trade Has Been Slow, Owing to Severe Storms — Traveling Men Have Been Tied Up—Collections Reported to be Poor— An Advance Reported in Canada Plates.

Winnipeg, Feb. 10.—The West has again, for the second time within the last three weeks, been enveloped in the grip of a snowstorm, severe enough to put traffic completely out of business and to cause a general tying up of trade. Travelers are again shut up in various small towns, and will probably not be able to resume their routes for many days. Practically no freight has left Winnipeg for northwestern points for the last five or six days, all of which has resulted in the week being one of the quietest for many a day. Wholesalers are beginning to prepare for the rush which must take place as soon as the elements become settled, and traffic resumed. Last year, January, February and March were all large months of trade, but this year owing to the severe weather prevailing since the new Year set in, business has been severely handicapped, and while the country is in excellent financial shape, little has been accomplished. Last month fell far below the same period last year for volume of business transacted, and this month has certainly started off with a gloomy outlook. The result is that the trade of the whole three months will be crowded into March alone. No change has taken place in prices and quotations are as follows:—

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted, $2.83; galvanized, $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10½oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron. No 0 to 1, $4.65; No. 2. and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; $4.75; No. 16, $5.

No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80. Galvanized—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in. $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $2.95; plain twist, $3.25; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

Trade in these lines has also been tied up, but the general outlook is decidely more healthy. Orders continue to arrive for mixed paints, oils and lead for spring use, but demand for putty has been very light. Linseed oil remains unchanged at $1.20 for raw, and $1.23 for boiled; turpentine, strong, at $1.15 per gal.; lead firm, decorative pure at $6.50 per cwt., and H.P. at $6 per cwt; putty quiet at $3.40 per cwt. for bladder casks and $2.75 per cwt. for bulk casks.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 25½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

GOOD HOCKEY IN HARDWARE LEAGUE.

Montreal, Feb. 9th. — The hardware hockey league furnished a red-hot contest on Tuesday night. A feature was the scoreless battle between Canadian Fairbanks Co. and Lewis Bros. The former have been in first position and Lewis Bros. have been hammering at the door. The full period was played and neither goal had been touched. Thos. Robertson Co. Ltd. and Starke-Seybold Ltd. played a tie game 3-3. Frothingham & Workman Ltd. defeated Jas. Walker Hardware Co. by 3-1. The standing of the league is as follows:

Canadian Fairbanks Ltd.	10
Frothingham & Workman	10
Lewis Bros.	8
Thos Robertson	5
Starke-Seybold	1
Jas. Walker Hardware Co.	0

BUSINESS FOR SALE

FOR SALE—Hardware and tinsmithing in good Saskatchewan farming and coal mining district. Stock $4,000; turnover $10,000. No opposition. Box 1082, HARDWARE AND METAL, Toronto. (9)

SITUATION VACANT.

WANTED—Experienced hardwareman for retail trade. Applicant to state experience, length of time in each situation essential. Must be good salesman, window dresser and stock-keeper, not afraid of work. Married or single. Earliest date could start. References, salary expected. Situation permanent if satisfactory. J. B. KERNAGHAN, Prince Albert, Sask. (7)

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 48.

MARKETS IN BRIEF.

Montreal.

Linseed Oil—4c. advance.
Turpentine—3c. advance.

Toronto.

Tin—2c. decline.
Linseed Oil—3c. advance.
Rosin—20c. advance.

MONTREAL.

Montreal, Feb. 9.—A decided feature of the metal markets this week was the weakness tin has displayed. After soaring to practically a record price, the market slipped, and whereas about a week ago the London market showed that the £203 figure had been reached, it had come all the way down to £181 15s. This condition will be welcome intelligence to the consumer who has been regarding the gradually increasing price of tin with more or less dismay. The question now is what the market will continue to do. Up to the present it has responded so faithfully to the interests who apparently have full control that the drop is questioned. Opinion is generally withheld, it being largely admitted that the market is much of an enigma. The decline was not in one general lump, although during the week following one of the larger drops there was considerable activity and the market was showing signs of recovery of strength. But another decline followed.

Copper has also declined a little following the general weakness it has displayed for some time. On the other hand lead and spelter are firmer and if anything are quoted at slightly higher prices. The metal market for the most part seems to be healthy as far as general demand goes and the larger dealers appear to be quite satisfied.

Pig Iron.—There is not much change in pig iron. General conditions affecting this market appear to be more favorable and business itself and the prospects for new business are improving. Canadian furnaces are meeting the opposition of those ar Buffalo which are enabled to put their goods across the line just now at a price that is considerably below that quoted herewith.

We quote: Summerlee No. 1 $21.50 to $22.00; Middlesboro No. 3, $18.50 to $19.00; Canadian No. 1, $19.50.

Tin.—As above stated, tin has shown a rather decided weakness. On page 46 it will be noticed that tin is marked down for Montreal delivery from $47.00 per cwt. to $46.00. That means a decline of $1.00 a cwt. during the week. It is admitted that this is an appreciable decline, but as to the next step opinion is not much more than conjecture. There has been improved enquiry during the week.

Copper.—This metal is lower again this week on the London and New York markets. Demand is not very heavy but as with the other metals there is a fair business passing.

Spelter.—The market has shown a slight advance during the past week and spelter is steady and firm. There is a certain activity that is satisfactory to the trade.

Lead.—Lead is firmer in a general way and quotations on the leading markets have been advanced. There is a steady trade but locally there is no special feature.

Scrap.—Business in this department has not changed materially during the past week. Trade is fairly active and prices are normal, thus :—Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery, cast iron No. 1, $14.50; No. 1 wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5.00; stove plate, $12.50.

TORONTO.

Toronto, Feb. 9.—Brisk conditions are reported on the local metal market. There is a good demand in practically all lines and enquiries are being received from all quarters, showing a tendency to stock up in the near future.

A slump in the price of tin was the most important development of the week. Tin broke badly early in the week and the price declined from 45 and 47 cents to 43 and 44 cents. A slight firming up in terne plates was the only other price change recorded during the week.

Tin.—Operations on the London market were watched closely during the week and, when the severe break occurred there, the local quotation was lowered 2 cents in accordance. The change certainly had no effect on the trading locally, however. The break seemed to stimulate demand. One large metal handler estimates that the amount of tin sold during the past four weeks is fully as large as during the previous two weeks.

The break in price on the London market is not regarded here as an absolute evidence of a weakened hold. There is a tendency to regard the situation a little askance. Are the syndicate "luring on" the bears? At any rate, it is not regarded as at all certain that the price from now on will see declines.

Copper.—It is reported that there has been a heavy run on copper. The local demand has been heavy and full confidence is displayed. The price remains steady. In fact, the copper situation is satisfactory in every way just at present, more so than for a long time.

Plates and Sheets.—Business is very lare, the demand being particularly good for tin and galvanized plate. Enquiries are being received in large number for Canada plates. Terne charcoal plates, I.C. 20x28, 112 sheets are quoted at $8, an advance of 50c over the previous quotation and 1x terne tin plates are now selling at $9.50 in place of $9.00.

Pig Iron.—While there has not been a noticeable increase in the demand for pig iron, heavy enquiries are being received, which can be accepted as an evidence that the factories are passing the stock-taking stage and are starting on again with the work of production. In about a fortnight, an active demand should begin to assert itself. Canadian Foundry No. 1 is $19.50, and No. 2, 50 cents a ton less. Old Country iron is quoted at $20 for Middlesboro' No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50 and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50, respectively.

Lead.—There is little change in the lead situation. Demand is light and the price stands the same, with little evidence of a change in either direction.

Spelter.—Low prices still prevail in spelter. In order to understand the situation, as a contemporary explains, one has to go back several months to the time when the market was being rapidly advanced on the reports that the smelting plants in the Iola district would be made useless on account of the gas failure. This, it was said, would create a scarcity of smelting facilities and sensational articles were circulated of the pending spelter famine, all of which had the effect of exciting the market and prices advanced on prospects rather than on actual conditions.

Old Materials.—The demand is light. Prices are: Heavy copper and wire, 11¼ to 11½c.; heavy red brass, 10¼c.; heavy lead, 3c.; light copper and bottoms, 9¾c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10 to $11; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

BUYING IS MORE GENERAL IN U.S.

Cleveland, O., Feb. 9.—The Iron Trade Review to-day says: — An advance in the price of tin plate; an advance of from 25 cents to $1 a ton in the price of scrap; more general buying of all finished iron and steel products and the starting of additional mills are among the more important developments during the past week. Further evidence of the general improvement in market conditions is given in the larger volume of business being booked by practically all steel mills. Consumers, however, are buying conservatively. Orders are coming from a wide range of customers and specifications during the first seven days of February have been slightly heavier than for any single week in January. The railroads have adopted a more liberal buying policy and the announcement that the Inter-State Commerce Commission will hand down a decision late this month regarding the proposed advance in freight rates is expected to bring about a still further increase in buying on the part of transportation companies.

The advance in the price of tin plates was not unexpected and some of the independents are understood to have favored a greater advance than that announced last week. Consumers are asking for immediate shipment of tin plate against contracts and mill operations this week are understood to represent about 90 per cent. of the total available capacity of the leading interest and independents.

HARDWARE MARKETS

MONTREAL.

Montreal, Feb. 9.—With the second week in February the general feeling of the approach of spring becomes more pronounced. Winter has not yet shot its last bolt as was evidenced by the severe storms of the past week. It is a fact, however, that the demand for winter goods is beginning to slacken and the tendency toward the new season's business is becoming more prominent.

Opinion is rather freely expressed that the demand for building supplies during the present year will be heavy; and while already the amount of trade in this line is fairly good, it is thought that with the first signs of spring the orders will be heavy. This is of course a welcome prospect and there are very good grounds for entertaining it.

The wholesale houses are busy and are handling a fair amount of trade.

Spring Lines.—Orders for spring lines are coming in satisfactorily. Practically all lines in this department are showing good business. The demand for sugaring supplies is quite encouraging. The demand in other lines is also good. Discounts in garden hose range from 50 per cent. off, to 70 and 10 and 10, according to quality. We quote hose clamps, ½ to ¾ in., 25 cents a doz.; hose couplings ½ to ¾ in., $1.00 a doz.; lawn sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $24 a doz.; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75 cents each and upward; garden wheelbarrows $27 a doz. Harvest tools are already in demand and some orders have been booked. They are listed at 50 and 50 per cent. discount. Wire netting, hinges, etc., are being freely enquired for and business is good.

Lumbermen's Supplies.—Trade in these lines is well maintained. There is a good demand for boot calks and in the other accessories such as cant hooks, saws, etc., business is quite satisfactory. Ball calks are quoted at $4.00 a thousand and heel calks at $4.25 a thousand.

Contractors' Supplies.—There has been considerable construction work carried on during the winter months and business has as a result been fair. Railway construction has also helped considerably. Prospects are brightening for the spring and summer. For the best quality of shovels and spades the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5.00 a doz.; crowbars are listed at $3.00 a cwt.; wheelbarrows, navvy common, $19 and up; navvy full bolted, $21 and up; drag scrapers $5.75 and upwards. Trade in these lines at present is quite fair.

Sugaring Supplies.—The different necessaries are moving freely and orders are coming in nicely. Eureka spouts are quoted at $6.00 per thousand. Pails, etc., have various quotations.

Bolts and Nuts.—In this hardware department the conditions are encouraging. Demand is good and factories are reported working full time to keep up with the orders. We quote: Discounts on carriage bolts, ¾ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting Goods.—Trade is rather quiet. The demand for skates and shovels is lighter and it is only fair for guns and ammunition. Fishing tackle and some other lines are improving.

Wire.—The market is holding its own before a fair demand. Prices quoted are: Barbed wire, $2.05; plain twist, $2.55; galvanized wire, $2.25; base coil fencing (9) $2.30; (12) $2.45; staples, bright $2.60; galvanized, $2.85.

TORONTO.

Toronto.—The stormy weather during the first part of the week had considerable effect on trade. Not only were the travelers unable to get around as quickly, but mails were tied up and orders were slow in arriving. One local jobbing house reports that few orders were received this week until Wednesday, and that the volume of business was rather below the average.

The trade has shown signs of activity, despite the setback administered by the heavy storm. No changes in prices are recorded this week.

Seasonable Goods.—The storm brought on a batch of new orders for winter lines and there was quite a demand for such goods as blankets, mitts, weather strip, etc. The orders received were, however, almost entirely of the sorting-up variety.

Spring Goods. — Demand for spring goods received a setback as a result of the stormy weather, and but a few orders were sent in. An active trade is reported in dairy suppiles and trimmings. At this stage of the year the tinshops are kept going largely by making up dairy pails and cans and the demand for the necessary material is large.

Builders' Hardware.—The demand in this line is light, but some sorting orders are being received, and travelers report that large orders can be anticipated when the spring opens, as everything points to a splendid building year.

Sporting Goods.—Fewer orders are being received for hockey supplies and, as other sporting goods are hardly yet on the move, there is somewhat of a lull in this department.

Lumbermen's Supplies.—There is still some call for crosscut saws, cant hooks, boot calks and other goods which come under the head of lumbermen's supplies. Of course, as the lumbering season is drawing to a close, the orders sent in are for small quantity.

Sugaring Supplies.—There is a constantly increasing demand for sugaring supplies. Spouts and pails are selling well. Another line which is moving out fairly well is supplies for paperhangers —ladders, shears, pails, brushes, etc.

Stoves and Heating Goods.—There is little demand for stoves, but some furnaces are still being installed. One local firm received quite a number of orders for furnaces this week. Trade has been more than seasonably brisk in these lines, and one manufacturer estimates that during January business was at least 30 per cent. better than during January, 1910. Enamelware and kitchen utensils are moving well.

WILL MANAGE COMPANY.

Edward Blake, jr., who has been manager of sales for Wills Bros. Co., Greenfield, Mass., for the past four years, and a director of the corporation, severed his connection with that company on February 1. He has obtained a controlling interest in the Canadian Tap and Die Co., Galt, Ont., of which he has been treasurer since its organization in 1905. He comes to this country within a few weeks to take over the active management of the affairs of the company.

CHIEF ACCOUNTANT HONORED.

Mr. Geo. Nicholson, who for thirty years has been a member of the staff of M. & L. Samuel, Benjamin & Co., Toronto, (for a great many years occupying the position of chief accountant), has retired.

On Monday afternoon he was presented by the firm with a gold watch and chain, speeches being made by Major Beniamin of the English house (who was in Canada on a visit) and by Mr. Sigmund Samuel, the resident partner. Both the speakers eulogized the long and faithful services of Mr. Nicholson, and brought out the fact that it is characteristic of the firm that most of the employes make long service records.

The staff presented Mr. Nicholson with an easy chair as a token of the regard in which he is held by them. Amongst the speakers representing the staff was Mr. Coleman Miller, who has been in the service of the above firm for thirty-six years, having been one of the traveling salesmen for over a quarter of a century.

INCREASING CAPITALIZATION.

John Miller & Son, Ltd., wholesale and retail hardware dealers, Winnipeg, are increasing the capital of the company to $50,000.

NEW OFFICERS ELECTED.

The Guelph Stove Co. held their annual meeting, electing officers as follows: President.—Dr. S. Hugo Reed, V.S.; Vice-President.—C. Kloeffer; Secretary. —Frank Numan; General Manager.—Matthew Kelly. Joseph Brown, the retiring president, was offered a seat on the board of directors.

CATALOGUES.

Wire Goods.—The Parker Wire Goods Company, Worcester, Mass., have issued Catalogue No. 3 of their general and special wire hardware. It contains 200 large sized pages, printed on coated paper. A full description of their goods is given, the list including wire screw eyes, cornice hooks, rod eyes, cup hooks, winged screws, harness studs, guide wires, spring cotters, extension rods, picture hooks, plate easels, upholstery nails, chains, links, drawer pulls, galvanized wire, bolts, wrought rings, nuts, gate springs, jib banks, hinges, baseball shoe plates, masks, wire nails, broilers and toasters, oven slides, refrigerator shelves, potato mashers and a great variety of other articles. Each article listed is illustrated and described.

Believes in Paying Attention to Paint Department

Milton Rossiter, Toronto, is an Energetic Paint Salesman—Keeps Stock Moving Right Along—Believes in Window and Store Displays.

A paint dealer who sells pretty well all the year around is Milton Rossiter, 1024 Queen street east, Toronto. Mr. Rossiter is, comparatively speaking, a young man in the business and his methods are characterized by initiative and and energy. He handles a full line of hardware but does not allow any branch to sink out of sight, least of all the paint department.

A representative of Hardware and Metal called at his establishment the other day. The first evidence presented of the fact that Mr. Rossiter is an all-year-around paint salesman was a display of paint goods in one of the windows. There was a liberal showing of liquid veneer, surface polishes and other materials for interior use—just the kind of goods to offer at this season of the year.

"That window has been used for the same purpose for some time back," Mr. Rossiter explained. "We have sold quite a little as a result of the display. People see the goods and recall the fact that their own home needs a little brightening up. This is a dull season, of course, but we manage nevertheless to keep things moving right along."

Right inside the door the vistor was greeted by a display of color boards. To the left, the shelves ran only partly up the wall and the space above was devoted to the paint stock. Part of the rear wall was given up entirely to paints.

No visitor could enter the store without seeing the stock of paints; it was in evidence on all sides. The store, in fact, presented a striking contrast to the establishment—which can be found everywhere—where the paint department in winter time is literally crowded out, the complete stock being shoved from sight and forgotten.

"There is no reason why a certain supply of paint should not be sold through the winter," said Mr. Rossiter. "I find that I can sell a little. People do not as a general rule seriously consider painting until house cleaning time. The vacuum cleaner is making it possible to clean house at any time, however. People start in much earlier when they use the vacuum cleaner and this brings the busy season for paint earlier."

Helps Paint Sales.

The handling of vacuum cleaners should enable the hardwareman to boost his sale of paints. Some dealers follow out the method of renting vacuum cleaners, Mr. Rossiter being among the number. In this way, they know when their customers are housecleaning and can canvass for paint sales at the most opportune time. For instance, when the order for the vacuum cleaner is first placed, the merchant can suggest that the customer will be needing paint to redecorate the house and make the housecleaning complete. The customer may not give any assurance of an order but the suggestion will remain and, after the work of house-cleaning is over, the need of paint will strike home forcibly. When the cleaner is returned, the dealer knows that the time is ripe to go right after an order for paint. This idea has been quite successfully carried out.

Mr. Rossiter last season did a splendid business in the paint department, selling 360 gallons of one make of paint alone. This season, he is planning to eclipse past records.

PAINT AND OIL MARKETS

A LATE ADVANCE.

A late wire from Montreal reads: "Linseed oil highest in over 30 years. Some quote $1.17 raw, and $1.20 boiled; others, $1.20 and $1.23. Salesmen instructed to conserve sales. Turpentine up to $1.15."

In Toronto a further advance was announced, but was later withdrawn, leaving the prices as quoted below.

MONTREAL.

Montreal, Feb. 9.—The condition of trade, notwithstanding the advances in force and which must be obtained, may be as a whole considered very satisfactory. Jobbers and large buyers are pressing for immediate delivery and when Nature relaxes the extreme weather conditions which now prevail it is thought that a general flow of shipping orders will be received from the regular hardware trade. Price changes have been few, not sufficient to affect quotations to any material extent.

Linseed Oil.—Conditions are still acute and the one cry that is heard from the manufacturers is "Give us oil." All the grinders seem to be husbanding their resources and are taking extra precautions by careful cooperage to prevent loss by leakage or drips. Quotations this week are as follows: For 1 to 4 barrel, $1.12 for raw and $1.15 for boiled.

Turpentine.—The movement is only normal. The shipments coming forward now are light, and anything like a lively demand would enhance quotations which are for single barrel lots $1.10.

Putty.—Some irritation is being experienced that the price of putty is not being maintained commensurate with the high price of linseed oil and the scarcity of whiting which generally becomes evident at this season of the year. On the whole however, a fair business is reported.

Coach and Carriage Colors.—This is the touching up season for spring and there is a good turn over for carriage, car and automobile colors both brown Japan and liquid form.

Sundried.—Gold leaf is a little easier in price with fairly steady enquiry. Bronze powders, aluminum leaf, pumice stone and other miscellaneous items are receiving a fair amount of attention at satisfactory prices.

TORONTO.

Toronto, Feb. 10.—The situation is again marked by a sharp advance in linseed oil. Turpentine has been left at the same figure locally, but the price on the primary markets was advanced and rumors of a corresponding increase here are not wanting. Rosin is also going up.

There is a silver lining to every cloud, however, and this time it comes in the shape of a prediction of a decline in the price of turpentine when the new supply comes forward, which will be about the middle of March. Absolute credence cannot be placed in this, although it is reasonable to suppose that matters will be improved.

Linseed Oil.—The price of linseed is higher again this week. Some quote $1.17 for raw and $1.20 for boiled, and two or three quotations of $1.18 and $1.20 respectively were received. In one instance, the same quotation as last week was given, but in all other cases the advance had been made. Various reasons are given for the advance. Further advices of shortage in the flaxseed crops in South America have had an appreciable effect. An advance in the price of oil in Great Britain was undoubtedly a strong factor in unsettling the local market, and the increased cost of seed to Canadian crushers was the immediate cause of the advance. There is no denying the fact that the linseed oil situation is serious and, while it would not be wise to accept the opinions of a certain class who openly predict higher prices still, it is impossible to ignore the possibility of a continued unsettled market.

Turpentine.—The cost of turpentine laid down in Toronto has advanced, but so far no change has been made in the price charged here to the trade. The supply houses are still working on their old stocks, which enables them to keep the price down. The shortness of stocks here is a factor which must be taken into account when considering the problem of future prices. Of course, the demand is not very heavy just at present. One of the best features of the situation is the hope held out for an early replenishment of the supply on the primary market. All are looking forward to early supplies, about the middle of March. Prices are then likely to decline and the 1st of May may see a change in turpentine. This, however, does not alter the present condition of affairs.

Rosin.—Rosins are in the same category as turpentine. Prices have ad-



At the Peterboro Convention

Every retail dealer in paint attending the Convention at Peterboro can see a full line of ready-to-use

M.L. Paint Long-Protecting

Floorglaze Long-Wearing

Elastilite Non-Marring

which makes a complete line, carrying full profits, satisfying difficult customers. Finest paints and colors, and a full selection always ready for shipment.

Write for particulars, or see our line at Peterboro, Feb. 21 to 24

Imperial Varnish & Color Co., Ltd.

8-24 Morse Street, Toronto

Stocks at 106 Princess Street, Winnipeg—527 Beatty Street, Vancouver



THE VARNISH
DOUGALL VARNISHES
THAT LASTS LONGEST

THERE'S NOTHING TO IT BUT

DOUGALL VARNISHES

when quality is the paramount consideration.

Briefly stated, this is why the name "Dougall" has come to be considered as synonymous with "Highest Quality in Varnish":—

By many years of practical research, while making varnishes to by-gone standards, new and higher standards of quality have been attained. Dougall Varnish has now reached a point so near perfection that they are quick-drying, yet durable; hard, yet tough, and not brittle; elastic, without "tackiness"—no stretch or yield to interfere with the ease of polishing; full-bodied, yet covering the largest surface to the gallon.

"Write for our Book: "Quality and Economy in Varnish and Varnishing."

THE DOUGALL VARNISH CO., Limited

J. S. N DOUGALL, President

Associated with Murphy Varnish Co., U.S.A.

525 St. Paul Street, MONTREAL

vanced from 20c to 40c per barrel in the last week.

White Lead.—The price is still firm and the demand is growing to spring-like proportions. A change in price would not create any wide measure of surprise here in view of the conditions ruling in other lines.

Putty.—No changes are recorded in putty prices. The demand can best be described as seasonable. Standard putty is quoted at: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Varnishes and Japans.—Fixed quotations are still unobtainable on varnish lines and the situation is very uncertain. The high price of linseed oil and turpentine is bound to affect the price of varnishes and a definite advance was predicted by a number to-day. It must be borne in mind, however, that advances will be made only when the prospect of relief on the score of the cost of the ingredients has been eradicated. In the meantime, it is hard to say just what the near future will bring forth.

Petroleum.—The price of coal oil stands as follows: Canadian prime water white, 12½c; United States water white, 14c; Pratt's Astral, 16c.

Brief Paint Notes

Back from Convention.

H. Clucas, Toronto manager of the Canada Paint Co. returned Tuesday night from the convention of the International Association of Master House Painters, held at St. Louis from Jan. 31 to Feb. 3. He states that the convention was splendidly representative and, in point of attendance, most successful. Eleven master painters from Canada were present. The principal paint and varnish houses of the United States were represented and had exhibits. The exhibits were shown in a large hall, adjoining the convention hall, and they made a most notable display. Many topics of interest were discussed and the problem of the prices of linseed oil and turpentine was taken up. Tariff matters were touched upon.

Was Snowed Up.

A paint salesman, traveling out of Toronto, was tied up on Monday in a northern town as a result of the severe blizzard on that day. Being somewhat of a hustler he endeavored to make good the time by selling some paint. The first hardwareman approached threw up his hands at the thought of buying paint in such weather. "If you were selling fur coats you might be able to talk business to me, but paints, never," he declared. Still, the traveler kept working and he actually did land an order or two—which is pretty good work, when a blizzard is raging.

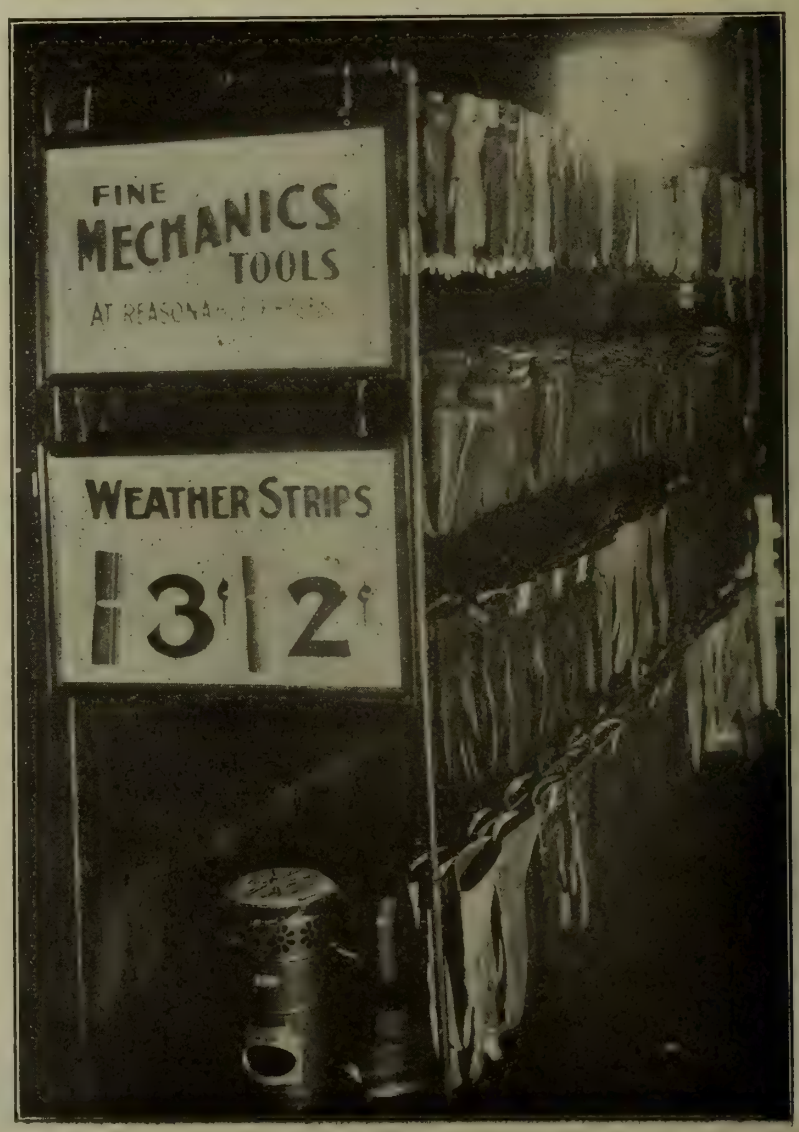
Possible Cause of Shortage.

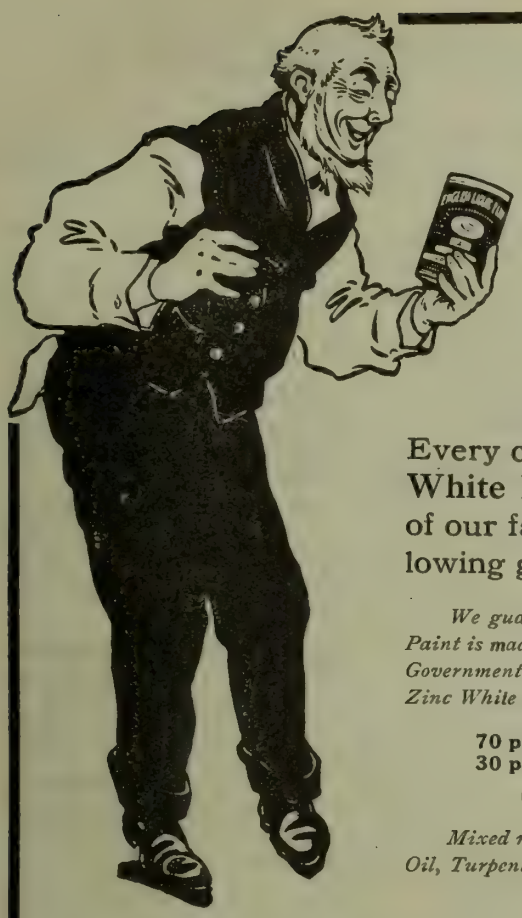
Although the idea on the surface of it may seem absurd, there are men in south Georgia—and good practical men at that—who seriously contend that the moisture, which the soil in the lower section of Georgia once contained, has gradually wasted away until there is not sufficient to keep alive the big trees of the woods. A turpentine man comments on the matter as follows: "Did you know that pine trees were dying in south Georgia for no other apparent reason than that there is not sufficient moisture in the soil to keep them alive? Of course you are going to say that there's something else responsible for the death of the trees, but I know what I am talking about. I know where there are woods which have not been burned and in which the trees have not been turpentined or otherwise damaged, but where scores of trees have died. I have made careful investigation and have come to the conclusion that dearth of moisture is alone responsible for this interesting state of affairs. It is worthy of note that in the districts where the conditions described prevail all the ponds have gone dry, and the same thing is true of all but the deepest wells."

A Novel Method of Displaying Mitts

The accompanying illustration is of a rack employed by May Bros., West Toronto, to display their stock of mitts and gloves, reference to which was made in a recent issue of Hardware and Metal.

The rack was constructed by H. B. May. It was 6 feet high, 10 feet long and 30 inches across, providing hanging space for 250 pairs of gloves. It was found that this method of display not only increased the sales but proved an advantage in other ways. Customers were able to look the stock over more quickly and it was possible to find almost at once the particular variety of mitt desired. In addition, the stock was not in any way disturbed and no time was lost in sorting up after the customer had left.





—here is the Evidence on B-H "English" Paint

Every can of B-H "English" White Paint that leaves one of our factories bears the following guarantee:—

We guarantee this B-H "English White Paint is made from Brandram's B.B. Genuine Government Standard White Lead and Pure Zinc White in the following proportions:

70 per cent. Pure White Lead
30 per cent. Pure White Zinc
(100 per cent. Pure)

Mixed ready for use with Pure Linseed Oil, Turpentine and Dryer.

On every can of B-H "English" Paint where the shade can be made on a white base there is a guarantee label reading as follows:—

We guarantee the white pigment forming the base of this paint is made from Brandram's B.B. Genuine Government Standard White Lead and Pure White Zinc, in the following proportions:

70 per cent. Pure White Lead
30 " Pure White Zinc
(100 per cent. Pure)

The various shades are arrived at by adding Tinting Colors, and mixed ready for use with Pure Linseed Oil, Turpentine and Dryer.

¶ There is no other paint to our knowledge, sold anywhere throughout the world, that contains such a large proportion of White Lead as **B-H "English" Paint.** It is simply the highest grade paint that it is possible to make.

¶ The profits? **B-H "English" Paint** gives the merchant a good margin of profit. We are able to give you such a high grade paint, containing 70% Pure White Lead (Brandram's B.B. Genuine) because we are corroders and grinders of White Lead. We turn over the White Lead to our paint department at factory cost. You command the best prices because of the high quality,

¶ The advertising? We help you build up sales with the most up-to-date and aggressive selling helps. Our advertising includes: (1) Newspaper Advertising, (2) Calendar Booklets, (3) Personal Letters, (4) Banners, (5) Galvanized Iron Signs, (6) Celluloid Signs, (7) Window Trims, (8) Color Cards, Folders, etc.

¶ You will want further information about our confidential prices and selling helps, which will enable you to judge better; this information will be sent you, without placing you under any obligation whatever. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Corroders and Grinders of White Lead, Manufacturers of B-H "English" Paint, Dry Colors, Varnishes, Enamels, Stains, etc.

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 0 08 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.	
Casting ingot	13 75	13 50
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron ,special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (800)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 7½. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nippies, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 00 44 45

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lengths 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17, $4 45; No 18, $3 10; No 19, $2 80 Al prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2.90 F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c ; oiling, 10c; in 25-lb. bundles, 15c ; in 5 and 10-lb bundles, 25c ; in 1-lb. hanks, 25c ; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c ; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs., Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2 80; 11, $2.85; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS

In casks per lb	
Sulphate of copper (bluestone)	0 07
Litharge ground	0 6
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15
Brantford medal	0 20
" golden medal	0 10
" brown sheet	0 11
" golden sheet	0 10
" gelatine	0 13
" white gelatine	0 22
" white glue	0 20
" 100 flake	0 12

Perfection amber ground, No. 1230 0 10 0 11
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

Per gallon in qt. tins	
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, H.O.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

TO THE TRADE:—

It is our earnest desire that our customers should feel that we wish to co-operate with them by every means in our power to help them in making sales of our Brushes. We look upon the Hardware and Paint and Oil Trade as our best distributors and we know that the only way we can help them is to give them well-made, honest and reliable goods and prompt service. We make our brushes right in quality and finish and are constantly improving and adding new and popular lines to our large range.

Orders will be filled promptly, but to enable us to carry out our part, we ask and expect our customers to place their orders early.

Any errors will be promptly and cheerfully rectified and if any goods should prove defective in any way or not according to orders, we will at once replace them without expense. We are extensive advertisers, which together with quality and value we recognize as being the best way to make our brushes popular and asked for by the consumer. We desire particularly to emphasize the great advantage and benefit to the dealer to handle good lines on which he can make a liberal margin of profit, rather than cheap lines which are not satisfactory to the user and which give the dealer little profit.

All Boeckh Brushes are branded, which constitutes a guarantee for wear and quality. We are always pleased to receive suggestions from customers which may help us to improve our goods.

Help us and we'll help you.

Yours very truly,
THE BOECKH BROS. COMPANY, LTD., Toronto, Canada

DON'T BE FOOLED

into buying any OUT-OF-DATE KALSOMINE, which has to be mixed with HOT WATER, by glib talk and extravagant stories of large sales.

ALABASTINE

ALABASTINE is the only Wall Coating which is extensively and persistently advertised to the general public, and is what the people call for when they want anything in the line.

THIS IS NO DREAM

ALABASTINE is as staple as nails, will not turn soft and rub off on clothing. Walls retain permanent character.

Your customers will be satisfied. Our advertising system will bring you repeat orders.

Get ready to supply the large and growing demand for **ALABASTINE** by ordering a full assortment, either direct or through your nearest jobber, and DO IT NOW. Our new additional plant costing $60,000 is about complete, we expect to fill all orders on time.

The ALABASTINE CO., Limited, PARIS, Ont.

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.		0 12½
U.S. Water white "		0 14
U.S. Pratt's astral "		0 16
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 15
Wood Turpentine		0 80
Linseed Oil, " raw	1 11	1 15
" " boiled	1 14	1 18
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Cee Pee Co. enamel		4 50
Canada Paint Co's sun varnish		2 25
" Kyanize" Interior Finish		3 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B.B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—3 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70	
Gilders bolted in barrels	1 00	

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb.	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, ooth Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ¾ and smaller	70
" " 7-16 and 1 up	
" " Norway Iron ($3 list)	60
Machine Bolts, ¾ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ¾ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.

Nuts, hexagon, all sizes, 4½c per lb. off.

Stove rods, per lb., 5½ to 6c.

Stove Bolts, 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.

Wrought brass, 45 p.c. off revised list

Cast iron loose pin, 60 p.c.

Wrought steel fast joint and loose pin, 70 p.c.

Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.

Copper tea and coffee pots, 45 p.c.

Copper nitts, 30 per cent.

Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.

Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.

Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

DRILLS

Bit stock drills, 2-32 in., doz.	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.

Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths		2 90
10 " " "		3 15
12 " " "		3 68
15 " " "		5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.

Hand delivery and creamery cans, 40 p.c.

Railroad and cream cans and taps 45 p.c.

Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE.

Dufferin pattern pails, 50 per cent

Flaring pattern, 50 per cent

Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.

Sidewalk and stable scrapers, net, $2.25.

Wood hay rakes, 40 and 10 per cent.

Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ¾ " "	10 00
" " 1 " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	3 45

HINGES

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 35
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 n. per 100 lb.	4 50
over 12 in. "	3 50
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.	
Screen door sets—No. 2250, $14.95; No. 2360, $19.55; No. 2275, $21.85; No. 1192, $19.55.	
Chicago hold back screen door, iron, gro. $12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes 60 and 20 p.c.	
Crescent hat and coat wire, 60 per cent.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.'s & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO
NEVER LEAK ROOFING
The GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old style *tin caps* for Congo, but *galvanized caps* which never rust.

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by a little investigation. As to its wearing properties—we guarantee them. Can any reasonable man ask more? Further information on request.

UNITED ROOFING AND MFG. CO

Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co. Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont. Fife Hardware Co, Fort William, Ont.

THE SUCCESSFUL DEALER gives the best value to the CONSUMER for HIS MONEY.
He should be able to advise his customers as to the material suited to their requirements under local conditions. When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customer FAST by increasing his buying power; thus each party profits by it.
OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT
JOLIETTE AND CYCLONE SHEATHING

We also make a fine variety of wrapping papers.

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

Think What it Means to You!

CLAUSS GOODS have created a demand for themselves.

1. By the large and systematic consumer advertising throughout the North American Continent.

2. By the unconditional guarantee they give with every article of their manufacture. And remember the **CLAUSS SHEAR COMPANY** manufacture the most complete line of cutlery in the world. Write for catalogue and further details.

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto



Cut from Heel to Point Perfectly Nickel-Plated.

Ordinary Bent Trimmers

THE LINE OF SUSTAINED PROFIT!

Quality Builds Reputation, and Quality Sustains it! For 85 years

HEINISCH

SOLD BY ALL JOBBERS

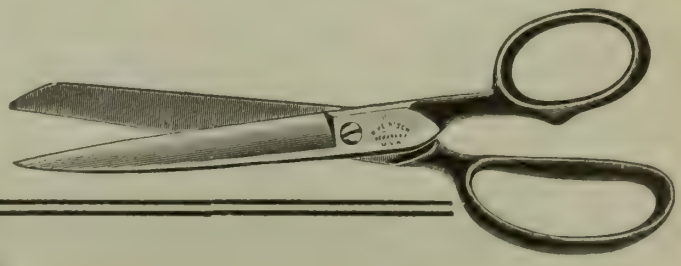
SHEARS

have set a standard of the highest quality; they are goods that are a pleasure and profit to handle.

No more complaints for the dealer who sells HEINISCH GOODS!

TAILORS' SHEARS, TRIMMERS, TINNER SNIPS, SCISSORS

R. HEINISCH'S SONS CO., Newark, N.J., U.S.A.



KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stove and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.85 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¾—2¾ inch	2 50
3—3½ inch	2 45
3¾—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ½ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, stanles, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
Clear flaring cap buckets 35 per cent
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	10 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet...per doz	0 65
" " 60 feet... "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 35 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
North Bros., No. 30 per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 16 75

STONES—OIL AND SCYTHE.

Washita...per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe ...per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1831	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	31 20
Garden, steel wheel, dozen	33 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Every Satisfied Customer



comes back again and again to your store. That's the biggest "ad" you have. No newspaper, no talk, no anything can bring you similar results.

To satisfy—you must have the goods. Are you SURE you have them? Let

RAMSAY'S PAINTS

demonstrate just what we mean. We have the goods. You can have them for the fair price you must pay for the proper quality. Let us tell you about it.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

"DOMINION"

"The Crown of Quality"

THIS MARK ON—

Bar Iron — **Hoop Iron**

Polished Canadas — **Galvanized Canadas**

Charcoal Tinplates

Stands for the highest quality.

A. C. LESLIE & CO., LIMITED

MONTREAL



TALKS ON PAINT SELLING

No. 13

There is an angle in connection with the Agency System that has proved a selling force of tremendous power to those who have applied it. It is the "FULL LINE AGENCY".

One notable feature of the Sherwin-Williams Products is that they include practically every article known to the paint and color trade from tube colors to paint for structural steel skyscrapers. While many of these products are not sold through the Agent, there are several distinct advantages which the "Full Line Agent" has over the merchant who mixes his lines.

First: The greater convenience and ease of conducting all your paint and varnish business with one good house. Second: You get the full benefit of all the advertising the Company does on any and all of its products that sell through the stores. With a complete stock you never have to turn away an inquiry or offer a substitute. Third: You become so closely identified with the manufacturer that you are its true and best representative and the public so recognizes you. Fourth: Customers are pleasantly surprised to find all their purchases bear the name of one familiar maker. It gives them added confidence. Finally: Your stock always looks neat and uniform. It is easier for you to keep it in good shape and it lightens much of your stock-keeping difficulties because you can always see its condition at a glance.

The Sherwin-Williams Full Line Agency will positively stimulate your whole paint and varnish business.

THE SHERWIN-WILLIAMS CO.

1088

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Alabastine Co ... 47
American Shearer Co. 20
Anthony, M. B. 21
Armstrong Bros. Tool Co. 6
Atkins & Co., E. C 20
Atlas Mfg. Co. 61
Auer Light Co. 15
Aylmer Pump and Scale Co.

Banwell Hoxie Wire Fence Co. 24
Barnett, G. & H. Co. outside back cover
Barton Netting Co. 15
Boeckh Bros. 47
Bossé & Banks. 20
Bowser, S. F., & Co., Ltd. 58
Brand Ed. 67
Brandram-Henderson, Ltd. 45
Buffalo Mfg. Co. 72
Burman's Clippers 64
Burrow Stewart & Milne Co., Ltd. 16

Cameron & Campbell. 20
Canada Bolt and Nut Co. 70
Canada Cement Co. 14
Canada Foundry Co. 68
Canada Glue Co. 6
Canada Metal Co. 20 74
Canada Paint Co. 53
Canada Steel Goods Co. 8
Canada Wire Goods Mfg. Co. 63
Canadian Copper Co. 19
Canadian Hart Wheels 20
Canadian Sales & Mfg. Co. 21
Canadian Supply Co 25
Cane & Sons Ltd., Wm. 24
Cartland & Son, Ltd. Jas. 67
Caverhill, Learmont & Co 5
Cavers Bros. 68
Chance Bros. 62
Chesterman Jas. Co. 71
Chicago Spring Butt Co. inside back cover
Clauss Shear Co. 49
Collins Mfg. Co. 20
Connor, J. H., & Son. 75
Copp, W. J., Sons & Co. 21
Covert Mfg. Co. 21
Crookes, Jonathan, & Son. 67
Cummer Dowswell, Ltd. 2

Davidson, Thos., Mfg. Co. 8
Dennis Wire & Iron Co. 66
Directory of Manufacturers 20 21
Disston, Henry, & Son. 9
Dominion Cartridge Co. 26
Dominion Roofing Co., Ltd. 62
Dominion Wire Mfg. Co. 74
Dorken Bros. outside front cover, 71
Dougall Varnish Co. 13

Enterprise Mfg. Co. 13

Ford Auger Bit Co. 68
Frothingham & Workman, Ltd. 4

Galt Art Metal Co. 14
Gendron Mfg. Co. Ltd. 62
Gibb, Alexander. 20
Gilbertson, W., & Co. 19
Goodell-Pratt Co 57
Goodhue & Co., Ltd., J. L. 64
Gravel, Ludger. 66
Greening, B., Wire Co. 70
Grove Chemical Co. 69
Guelph Spring and Axle Co. 66
Gutta Percha & Rubber Mfg. Co. outside back cover

Harris, J. W., Co. 65
Heinisch, R., Sons Co. 49
Hobart Bird & Co., Ltd 15
Hobbs Mfg. Co. 61
Horton Mfg. Co 13
Howland, H. S., Sons & Co. 7
Hutton, Jas., & Co. 63

Imperial Varnish and Color Co. 13
International Toco Co. 25
International Varnish Co. 58

James & Reid. 20
Jardine, A. B., & Co. 19

Kerr Engine Co. inside back cover
Kyle, P. 20

Laidlaw Bale Tie Co. 23
Leslie, A. C., & Co. 51
London Foundry Co. 72
London Bolt and Hinge Works 20
London Rolling Mill Co. 55
Lufkin Rule Co. inside back cover
Lundy Shovel and Tool Co. 14
Lysaght, John outside front cover

McArthur, Alex., & Co. 49
McClary Mfg. Co. 10
McDougall, R., Co. 67
McGlashan-Clarke Co., Ltd. 23
McKinnon Chain Co. 65
MacLaren & Co. 27
McMaster, R. 15

Martin-Senour Co. 57
Maxwell, D., & Sons. 23
Mayo & Brown. 21
Meriden Britannia Co. 17 18
Metal Shingle and Siding Co. 24 66
Metallic Roofing Co. 2
Mitchell & Co., David. 20
Montreal Rolling Mills Co. 53
Moore, Benjamin, & Co. 59
Morrill, Chas. 69
Morris & Bailey Steel Co. 23
Morrison, James, Brass Mfg. Co. 22
Myers & Bro., F. E. 21

Nagle & Co., H. 61
National Hardware Co. 65
New Brunswick Pulp and Paper Co. 69
Newman, W., & Sons. 20
Newmark, Louis. 14
Nicholson File Co. 67
North Bros. Mfg. Co. 1
Nova Scotia Steel and Coal Co. 63

Oakey, John, & Sons. 19
Oneida Community 11
Ontario Lantern & Lamp Co., Ltd. 68
Otterville Mfg. Co. 75
Owen Sound Wire Fence Co.

Parmenter Bullock Co., The. 20
Paterson Mfg. Co. 49
Pearson, Geo. D. & Co. 21

Pease Foundry Co. 55
Peterborough Lock Co. inside back cover
Pilkington Bros. 62
Pinchin Johnson & Co., Ltd. 54
Pink, Thos. 73
Pratt & Lambert Inc.

Queen City Oil Co. 55

Ramsay, A., & Son Co. 51
Rhodes Mfg. Co. 61
Robertson Mfg. Co., Ltd., P. L. 69
Robertson, Jas., Co., Montreal. 61
Ross Rifle Co. 76

Samuel, M. & L., Benjamin, & Co. 72
Seymour, Henry T., Shear Co. 66
Sharratt & Newth. 21
Shaw, A., & Son. 21
Sherwin-Williams Co. 51
Sheet Metal Products Co. 26
Shurly Dietrich Co. Ltd. 71
Simonds Canada Saw Co. 65
Sonne, Thos., sr. 20
Spramotor Co. 66
Standard Chain Co. 75
Standard Paint and Varnish Co. 55
Stanley Rule and Level Co 69
Steel Co of Canada, Ltd. 76
Stewart Mfg. Co., Jas., Ltd. 16
Still, J. H., Mfg. Co. 1
Stratford Mfg Co. 1
Success Stove Works. 58

Tarbox Bros 21
Taylor-Forbes Co. outside front cover
Thompson, B. & S. H. outside back cover
Tobin Arms Mfg. Co., Ltd. 9
Toronto Plate Glass Importing Co. 21
Toronto Silver Plate Co. 19

Want Ads. 60
Warminton, J. N. 21
Western Distributors, Ltd. 20
Western Wire and Nail Co. 21
White Mop Wringer Co. 19
Whitman & Barnes Mfg. Co. 73
Whittock & Marlatt. 21
Winnipeg Paint and Glass Co., Ltd. 53
Wright, E. T., & Co. 12

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman Ltd, Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Fort Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co. West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland H. S. Sons & Co., Toronto.
Lewis Bros. & Co. Montreal
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co. Toronto.
McClary Mfg. Co., Toronto

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Carriers—Cash—Parcel
The Gipe Carrier Co, Toronto

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chain.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg Co. Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co. Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B. Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch, R., Sons Co., Newark, N.J.
Hobbs Mfg. Co., London, Ont.
W. R. Humphreys & Co., Ltd., Sheffield, England
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Cycles
Hobart, Bird & Co., Ltd., Coventry, Eng.

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

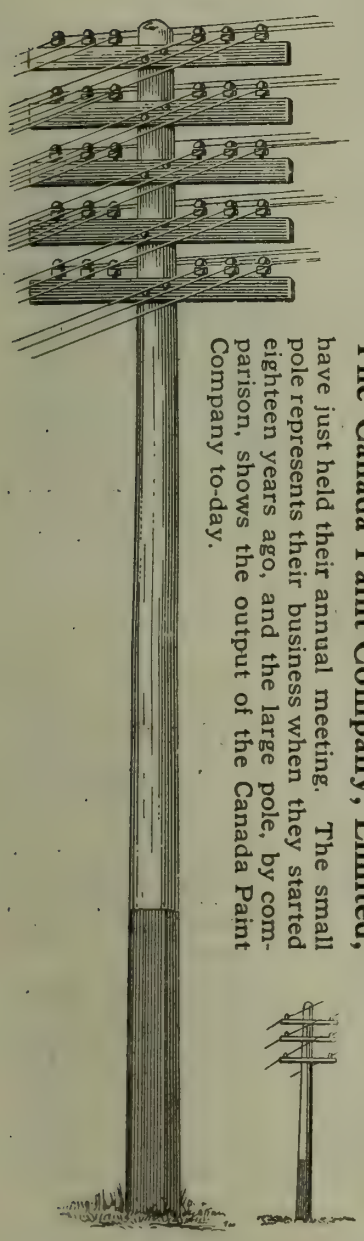
Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co. Toronto.
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co., Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton



The Canada Paint Company, Limited, have just held their annual meeting. The small pole represents their business when they started eighteen years ago, and the large pole, by comparison, shows the output of the Canada Paint Company to-day.

HELP EVERY CHURCH

In the neighborhood by supplying each with Artistic and Beautiful Windows of Art Glass.

Your task is light. Choose the design—state the size—we do the rest.

The painting on our Art Windows is unaffected by the weather.

Memorial Windows a Specialty.

Original and Artistic Designs.

Write for our Illustrated Catalogue.

THE WINNIPEG PAINT AND GLASS Co LTD

EVERYTHING FOR A BUILDING

EDMONTON - - - WINNIPEG

THE CALGARY PAINT & GLASS COMPANY, LTD.

TIGER



BRAND

WHITE LEAD

We are now booking White Lead orders for delivery to May 15th, and would welcome your inquiries.

Tiger Lead has been on the market for over 30 years and is favorably known to all practical painters for its reliable qualities.

THE MONTREAL ROLLING MILLS CO.

MONTREAL

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co. Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont
Charles Lindsay, Glasgow, Scotland

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & North, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

G -Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Hammocks
Hohlfeld Mfg. Co., Philadelphia

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
E. B. Salyerds, Preston.
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lampblack
The L. Martin Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern and Lamp Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co, Guelph.

Lighting Fixtures
McLaren & Co., Merrickville
Jas Morrison Brass Mfg. Co., Toronto

Lights, Gas
Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver B.C.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co. Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co, Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadwick Chemical Co, New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Christy Safety Razor Co. Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co. Philadelphia
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton. On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
Kemp Mfg Co., Toronto
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
Kemp Mfg Co., Toronto
McClary's, London, Ont.
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterworth Fdy. Co., Ottawa
Clare Bros., Preston.
W. J. Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co. Galt, Ont.
Gurney-Foundry Co Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks
Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal
U.S. Steel Products Export Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co. Toronto
McDougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

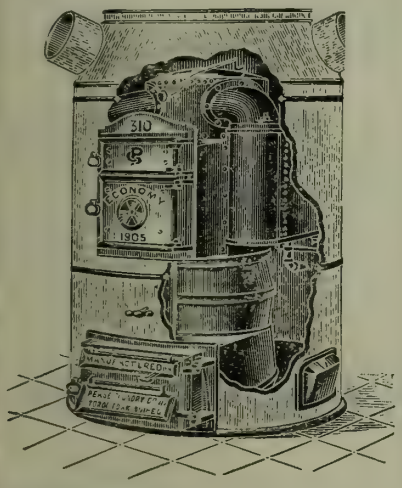
Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Made not only to **sell**, but to **excel**!

New Era Paint

is an honest paint you can handle with good profit. It lasts longer, holds its color better and covers more surface than any other prepared paint.

Write for details and prices.

Standard Paint & Varnish Works Co.
WINDSOR, ONT. LIMITED

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

Sales Agents, Ontario—Baines & Peckover, Toronto
" Manitoba--Bissett & Loucks, Winnipeg

Reliable QUALITY

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

ARTICLES FOR SALE

FOR SALE—12-in. 4-jaw chuck, Armstrong tool holders, lathe tools, 2 large iron pulleys, 1 large wood pulley, nickelplating and polishing outfit. Box 23, Tillsonburg, Ont. (5)

FOR SALE—First-class hardware business for sale in the most thriving city in Canada, the largest banking turnover and pay roll of any place the same size. Ill health reason for selling. Box 1081, HARDWARE AND METAL, Toronto. (tf)

FOR SALE—A set of tinsmith's tools, in good condition. Box 1072, HARDWARE AND METAL, Toronto. (9)

FOR SALE—Live hardware, doing business in one of the best districts in Western Ontario. Apply to Box 1077, HARDWARE AND METAL, Toronto. (8)

FOR SALE—General hardware business, located in one of the best farming districts of central Ontario. Two railways enter town, high school, etc. Stock and fixtures about $4,000; turnover $9,000. Good reasons for selling. Box 1080, HARDWARE AND METAL, Toronto. (9)

BUSINESS CHANCES

FOR SALE—Hardware and furniture business in a good town on the main line of the C.P.R. Stock $10,000. Turnover $25,000. An A1 proposition. Reply to Box 1069, HARDWARE AND METAL, Toronto. (5)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

FOR SALE—Hardware, tinsmith and plumbing business in a live town. Good reasons for selling. Box 1075, HARDWARE AND METAL, Toronto. (5tf)

FOR SALE—In thriving Ontario village, a well established stove, hardware and jobbing business composed of eavetroughing, roofing, furnace work and plumbing, shop and house combined. Also good barn, splendid set of tools and stock. Will sell or rent tools and premises. Stock at present $1,500, can be reduced if necessary. Possession can be given at once. Good reasons for selling. Splendid chance for young man, as only moderate capital is needed. Box 1076, HARDWARE AND METAL, Toronto. (7)

WANTED—Hardware, Stove and Tinware business in good village or town. Give price and particulars. J. E. HUSSEY, Box 2, Melbourne, Ont. (5)

SITUATIONS VACANT

WANTED—An experienced hardwareman for the retail trade. Applicant to state for whom he has worked, length of time in each place, and with whom he is now employed. State age, nationality, married or single, abstainer or otherwise, and the earliest date could start; also stating the salary expected and if he has had any experience in soliciting outside trade. All correspondence confidential. THE BRANDON HARDWARE CO., Limited, Brandon, Manitoba. (6)

WANTED—A tinsmith and plumber for the 1st March, or sooner, a man capable of taking charge of shop. Must have a thorough knowledge of tinsmithing and furnace work and a fair knowledge of plumbing. In applying, state age, nationality, married or single, abstainer or otherwise; also state the number of years applicant worked in different shops and with whom he is at present. State wages expected. Correspondence strictly confidential. THE BRANDON HARDWARE CO., Ltd., Brandon, Manitoba. (6)

WANTED—Two stock clerks and one pricing clerk in wholesale warehouse. Good openings for experienced men. Apply, stating experience and salary expected, to Box 2959, Winnipeg. (9)

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DURING 1910 the MONARCH displaced hundreds of Typewriters of all makes. In 1911 we anticipate a still greater demand. We have cut down the allowance on these second-hand machines and consequently can sell them cheaper to you. They are carefully rebuilt and are guaranteed to give satisfaction or your money back. If you want a good, strong, clean working Typewriter at a mere fraction of the original cost, write us for catalogue. THE MONARCH TYPEWRITER CO., Ltd., 46 Adelaide Street West, Toronto, Ont.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU DON'T buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

SITUATIONS WANTED

TRAVELER, having twelve years' connection with hardware trade through Quebec and Maritime Provinces, is open for position March 1st. Has been six years with present employers. Excellent references. Salary or commission. Address H.H., care HARDWARE AND METAL, Montreal. (7)

WANTED—Position as hardware clerk, having four years' experience. A1 references. Address G. E. BAGSHAW, Sunderland, Ont (5)

AGENCIES

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

PRACTICAL FIRM wants to represent manufacturers in plumbing, heating, lighting and tinsmithing lines, for Prince Rupert and district of B.C. Address Box 1078, HARDWARE AND METAL, Toronto. (6)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

FOR SALE

GREAT OPPORTUNITY

The original iron patterns and follow board in good condition:

2 sizes, Nos. 6 and 7 leg Ranges
4 " " 12, 14, 16 & 18 Oaks
4 " " 13, 15, 17 & 20 Cannon
5 " " 8, 9, 10 & 12 Cylinder
4 " " 3, 4, 5 & 6 Fancy Globe
8 " " 18, 22, 25, 30, 34 & 36

BOX 1073, HARDWARE AND METAL TORONTO (6)

A Necessary Development in Canadian Industries

The Martin-Senour Co., Limited

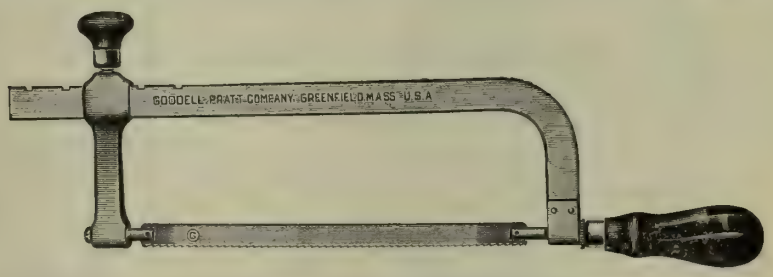
Announce their intention

of soon opening a TORONTO BRANCH

An accomplishment of long consideration, benefiting Ontario customers by **DAYS** and **MILES** in prompt shipments.

A complete line of high-grade prepared paints and paint specialties—standards that the public demand, will be carried in stock.

HACK SAWS



BOTH BLADES AND FRAMES

Our line of HACK SAW FRAMES is one of ihe most complete made, being offered in 34 different styles.

Surely among these you will find just what you want, and every one is strictly first-class.



Our HACK SAW BLADES are sure to please you. They are hard, tough, fast cutters. They will save lots of time over slower cutting blades.

Better give them a try-out.

GOODELL-PRATT COMPANY

TOOLSMITHS

GREENFIELD, MASS., U.S.A.



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Sttoe, Netwak, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.

66-68 Fraser Ave., Toronto, Ont.



Backed by 76 years of paint experience

That's what Minerva Products mean to you, Mr. Dealer—the strong prestige of 76 years of successful and world-wide paint experience, the best materials that brains and money can produce.

You can absolutely guarantee every can of Minerva Brand Paints and Varnishes, and know positively that the contents will back up every claim of your guarantee.

MINERVA Paints and Varnishes

are the standard of quality in paintdom. They are made from the purest and best materials obtainable, and put up in net weight and full Imperial Measure Packages.

The Minerva Trade Mark is a guide to reputation and increased profits.

Write for Minerva information and dealers' price list.

PINCHIN, JOHNSON & CO. (Canada) LIMITED

377-387 Carlaw Ave. TORONTO, ONT.

C51

Build up a trade on **the repeat order** basis by recommending

"International" Varnish Products

A majority of Hardware Dealers *are* doing that.

Don't take it on our say-so, but *investigate* for yourself—

And you will find out that a *big percentage* of Canadian Hardware Merchants *feature* "International Products.

There are *more than a few reasons* why they should. Take

ELASTICA

for instance—the floor finish that's practically imperishable The only truly elastic finish on the market—the finish that wears like nickel steel.

Elastica does not mar, scratch, white or spot. It dries dust free in four to six hours and hardens over night.

Elastica Nos. 1 and 2 are used for Exterior and Interior work respectively.

Let us know your varnish and finish requirements and we'll give you solid reasons why you should always specify International Products.

All International Products are sold in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

A 24

Moore's

Impervo Finishes

A line of high-grade varnishes for various purposes.

Spar Varnish for Marine Work.

Elastic Floor Varnish for Floors.

Fine Rubbing Varnish for Rubbing and Polishing, Etc.

Moore's Impervo Finishes are a line of high-grade Varnishes made especially to suit the requirements of the critical painter and wood finisher.

We assure the trade that in the manufacture and sale of our Impervo Varnish line we shall adhere strictly to our well-known policy of producing the very best goods and selling them at reasonable prices, eliminating all unnecessary expense in the manufacture and marketing of our products, in order that they may reach the consumer at the lowest possible price consistent with quality.

Send along for details to-day.



Benjamin Moore & Co., Limited,

WEST TORONTO

NEW YORK CLEVELAND CHICAGO



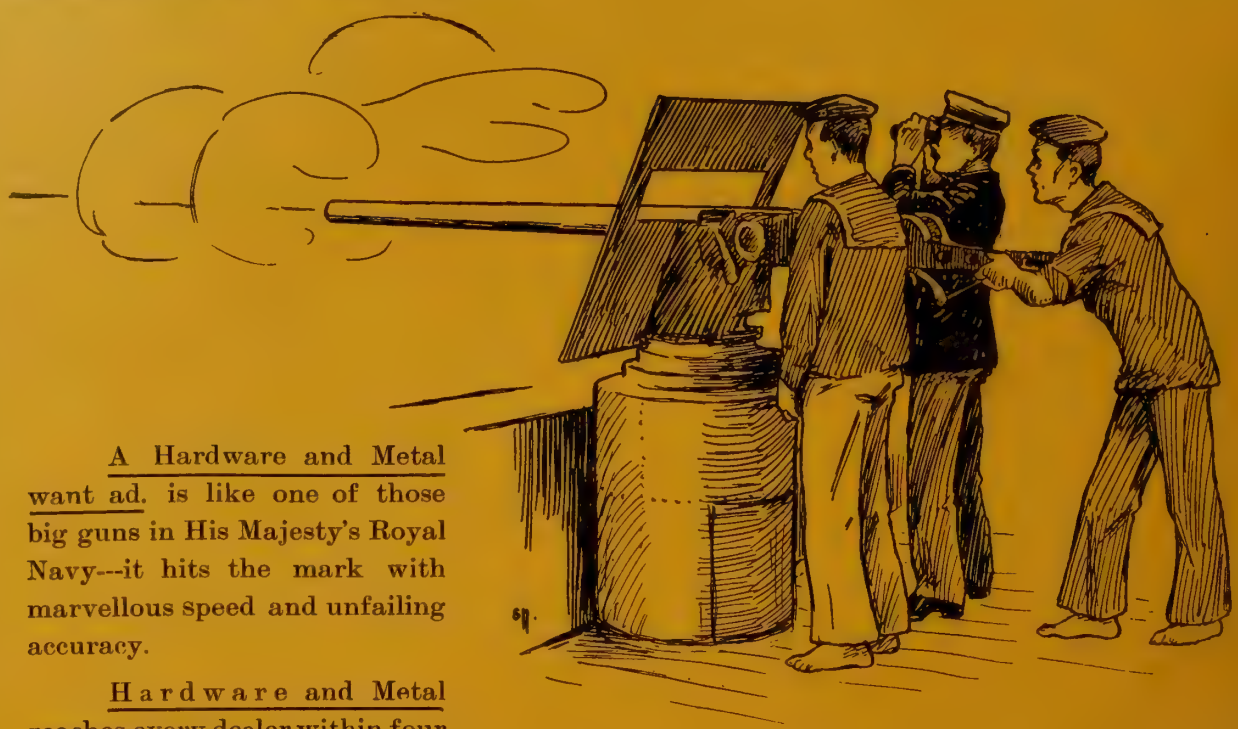
Some other leading lines are :

MOORE'S

FLOOR PAINT	TILE-LIKE
MURESCO	HOUSE COLORS
SANI-FLAT	MOORAMEL

Write for color cards and prices.

Hits the mark like a well aimed shot



A Hardware and Metal want ad. is like one of those big guns in His Majesty's Royal Navy---it hits the mark with marvellous speed and unfailing accuracy.

Hardware and Metal reaches every dealer within four days after publication and replies may be received within a week.

90% of the Retail Trade, Hardware Manufacturers, travellers, clerks and wholesalers take Hardware and Metal every week. Turpentine and linseed oil sometimes fluctuate as much as 3c. per gallon during the week. This makes the market reports indispensable to every shrewd buyer and ensures a careful perusal of the paper.

These are the men interested in your proposition and there is no other medium through which you can reach one and all except Hardware and Metal, because it is the recognized paper of the trade in Canada and the only weekly paper in the Dominion covering this field.

Would you buy a business? Would you sell your business?
Would you engage a clerk? Would you sell or buy fixtures?

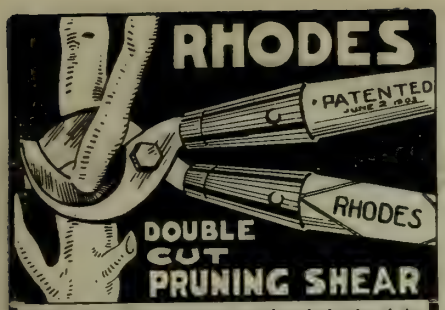
Then use a want ad. in Hardware and Metal

RATES: (payable in advance)
2c. per word first insertion
1c. per word subsequent insertions
5c. extra per insertion for box number if desired.

WRITE OR PHONE OUR NEAREST OFFICE

HARDWARE AND METAL

MONTREAL - TORONTO - WINNIPEG



THE only pruner made that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes. We pay Express charges on all orders. Write for Circular and Prices.

RHODES MFG CO. 360 S. Division St., Grand Rapids, Mich.

NOTICE

VOL-PEEK
Granite Cement

Is now put up in 15c. packets, these are again put up in Show Stands printed in two colours, with advertising matter, and cut of man mending a pan.

This stand makes a very catchy and showy display

These stands contain 30 15c. boxes.

Cement will sell very fast in this new size.

Each stand costs you $2.50 prepaid with advertising matter, retails for $4.50; this gives you 80% profit on each sale. Send in your order for one or more stands and we will date your invoice at 30 days.

H. Nagle & Co.

MONTREAL, QUE.



Makes its own gas.

$6.75

Gives more light than 10 oil lamps or 5 electric lights.

"It midnight into noonday turns, but air instead of money burns."

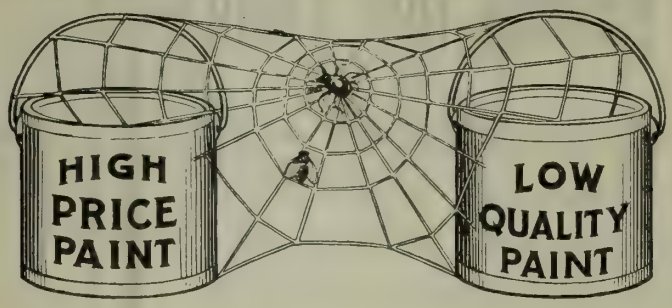
Auer Light Co.,

MONTREAL.

Established 19 years.

MANY STYLES.

ECONOMICAL. SATISFACTORY.



PROFITS-VS-COBWEBS

Are your shelves piled up with Paint Stock that accumulates Cobwebs instead of Profits ?

If so—what is the cause ?

Perhaps the price of the Paint is too high, or—perhaps the quality is low, and not of the customer-getting kind.

These are vital points for every Dealer to consider when buying Paint.

ROBERTSON'S PAINT

IS HOUSE PAINT— NOT SHELF PAINT

It is a fast-selling, customer-pleasing and profit-producing line.

Made especially to meet the requirements of the Ontario Climate.

Over twenty-five years of successful paint making ought to be proof that our Paints are made right ; work right ; and wear right.

"ROBERTSON'S" PAINT is reliable—absolutely dependable all ways—always.

The high quality enables you to satisfy all customers—the low price enables you to satisfy all pockets—the extra profit for the Dealer is "Velvet".

Let's talk it over at the Peterboro Convention. Look for the House of Many Colors—Booth No. 7.

The JAMES ROBERTSON CO., Ltd.

TORONTO, ONT.

The Roofing that Lasts!

Your roofing sales will increase by leaps and bounds and will yield you far better profit if you are featuring

Malthite Roofing

It is absolutely guaranteed by us direct to your customers.

The Dominion Roofing Co.

of Canada, Limited

31-33 Front Street East, - Toronto, Can.

Chance's

Figured Rolled Glass

has a smooth and bright surface for cutting, and a deep, sharply defined pattern which gives it a peculiar brilliancy. It cuts easier and looks better than other makes.

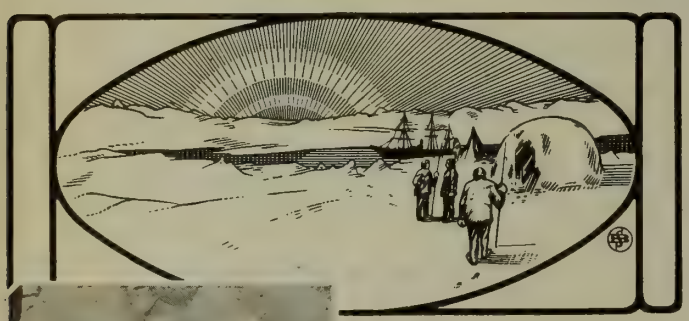
Made in white, blue, green, wine and amber, and in a great variety of patterns.

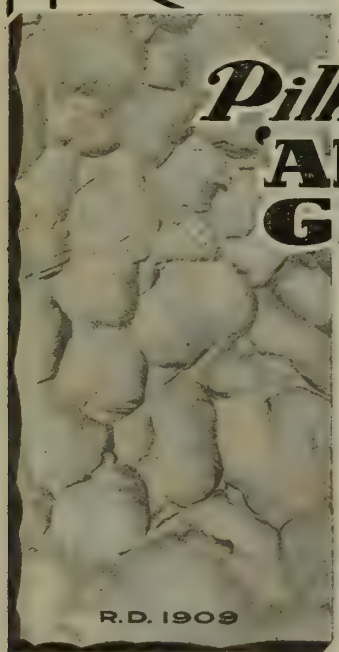
To Architects, Builders and Contractors and Hardware Dealers, we will be glad to send on request, samples, in a variety of tints, of Figured, Rolled, Double Rolled Cathedral, Muffled, and the new Flemish Glass, Manufactured by Chance Bros. & Co., Limited, at their famous glass works near Birmingham, England.

Write for them now.

Agents for Canada:

B. & S. H. Thompson & Co.,
LIMITED
381 St. Paul Street, : : Montreal





Pilkington's 'ARCTIC GLASS

A NEW design of figured rolled Glass that looks like a sheet of Crystal Ice. Its pleasing irregularity of pattern and rich appearance make it most attractive for Office, Showroom and Domestic glazing, or wherever privacy and the utmost light is required. It is easily cleaned. Made WHITE and TINTED in large sheets. Stocked at all our Canadian depots.

Samples and Prices on application.

PILKINGTON Bros. Ltd.
MONTREAL, TORONTO, WINNIPEG and VANCOUVER, B.C.
Works :—ST. HELENS, ENGLAND.

Bathroom Fittings

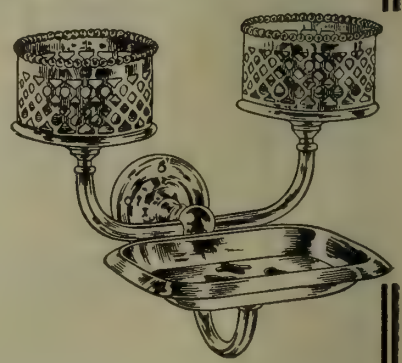
and

HARDWARE SPECIALTIES

of Every Description.

We manufacture a very wide range of these profitable lines and invite your enquiry.

"Quality" is our first consideration, and the wearing qualities of our plated goods will surely please your particular customers.

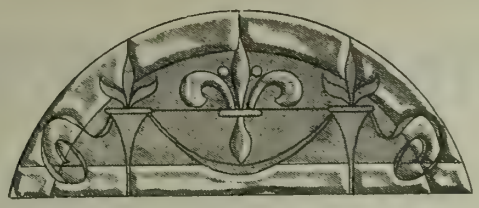


Meet Us at the Convention!

We will be showing a full range of Carriages, Go-Carts, Folders, Etc..

TORONTO Gendron CANADA

The GENDRON MANUFACTURING CO., Ltd.
Duchess Street, TORONTO -

Leaded  Glass



We are the largest manufacturers of

Leaded Art Glass

in CANADA, making same at all our four warehouses. Prompt shipment and entire satisfaction guaranteed.

WRITE FOR CATALOGUE



The Hobbs Manufacturing Company, Limited

Warehouses:—LONDON, TORONTO, MONTREAL, WINNIPEG

The BURMAN No. 17 POWER CLIPPER

Enclosed Gear Type

Fitted with the Burman Clipping Head,

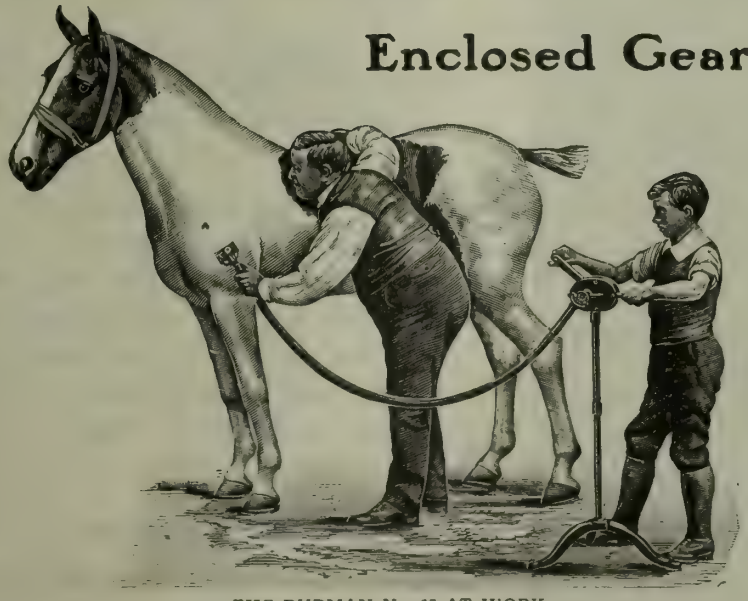
Cuts over three teeth.

Rapid work.

Takes the heaviest coat.

Anti-frictional Tension Device.

Easy Working.



THE BURMAN No. 17 AT WORK

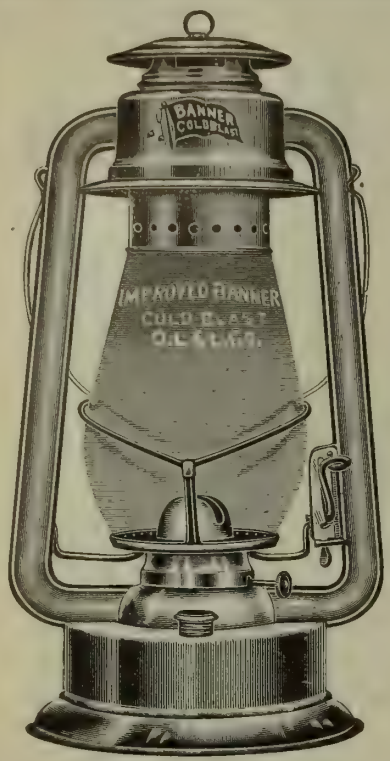
Increased speed, geared up faster than any machine of this type on the market.

All gears cut from the solid bar.

6-Foot Flexible Shaft.

B. & S. H. THOMSON & CO., Ltd., St. Paul St., MONTREAL

SOLE CANADIAN AGENTS



COMPLETE, WITH WICK

The "BANNER" COLD BLAST Lantern

is

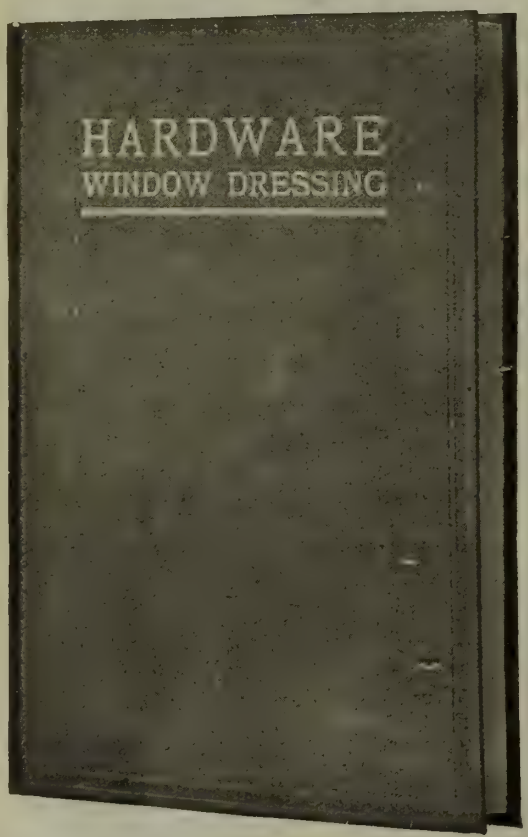
MORE THAN HALF SOLD BEFORE YOU BUY IT.

Burns 15 hours longer than any other.
Patent Automatic Lift Lock.
Double Seamed Oil Well.
Solid Brass Burner.

AND IS EXTENSIVELY ADVERTISED
TO THE CONSUMER.

For sale by all Jobbers.

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.



You May Become a Practical Window Dresser for $2.50

Experience has shown that GOOD window displays give the best results, for the least expenditure, of any class of advertising.

Through his show windows the hardware man has an opportunity to advertise his stock advantageously and with economy. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods.

26 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 143-149 University Ave., Toronto

Have the Agency in Your Town for the **Simonds** "Crescent Ground" **Cross-Cut Saws**

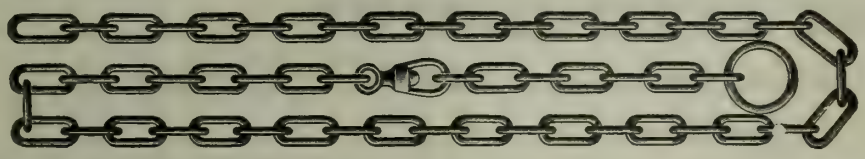


It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office: ***BUFFALO, N.Y.***

McKinnon Chain Co.

Factory: ***ST. CATHARINES, ONT.***

Business Getters for Tinsmiths

Are there any defective chimneys in your locality? Then it is your chance to get business.

THE ZEPHYR VENTILATOR

saves the expense of building a high chimney. It is so constructed as to guarantee a perfect draft and, therefore, easy combustion. By using the Zephyr, it is possible to burn soft coal with best results. The smoke is easily drawn off, enabling an even heat to be generated.

The ZEPHYR is strongly put up and will resist any storm.



Ottawa, June 4th, 1903
Messrs. J W. Harris Mfg. Co., Ltd.,
Montreal.

Dear Sirs:—
Replying to your favor of May 30th, would say that the "Zephyr" Ventilator is giving good satisfaction.
Yours respectfully,
J. E. HAWKINS.

WE MANUFACTURE AND GUARANTEE

The Harris Filter **The Zephyr Ventilator**
The Aeolian Ventilator **Expansion Conduotor Pipe**

The J. W. Harris Mfg. Co., Ltd.

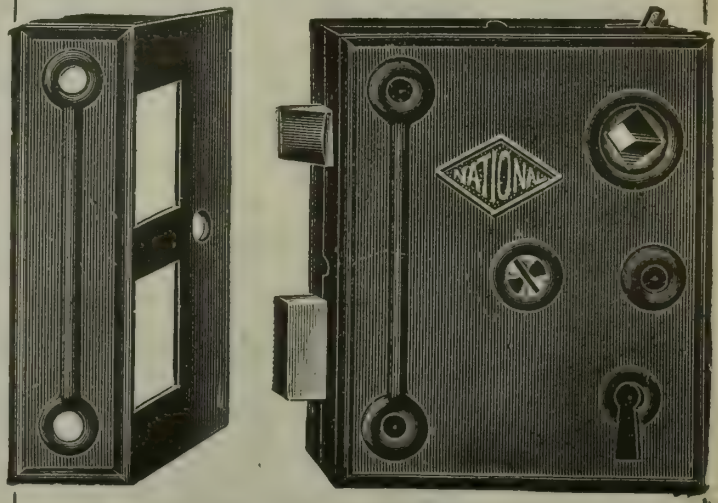
General Contractors and Manufacturers

Montreal

THE BUILDER WHO KNOWS USES ONLY

Steel Rim Locks

They are the strongest, safest and most durable rim locks manufactured, and the National Brand is the best steel rim locks



ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited

ORILLIA **ONTARIO** **CANADA**

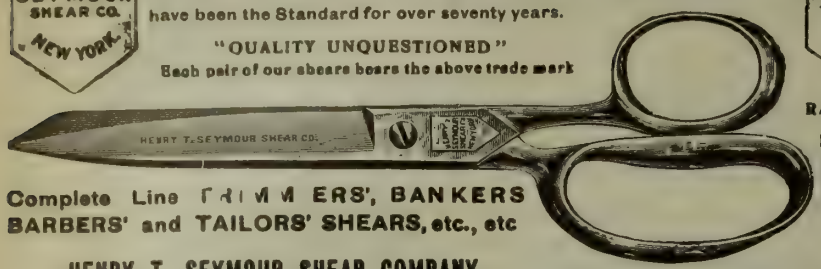
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



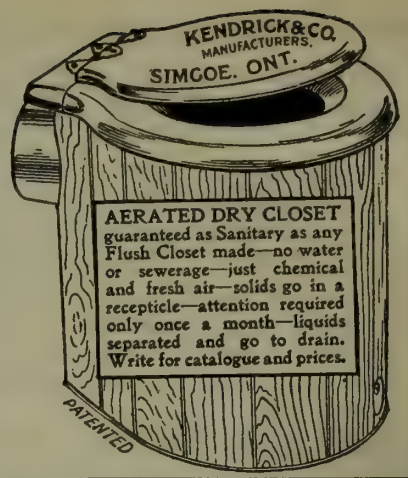
TRADE MARK

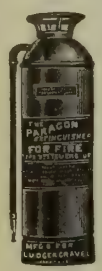
Latest catalog will be sent in exchange for your business card.

Complete Line FARMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents





"PARAGON"
FIRE EXTINGUISHER

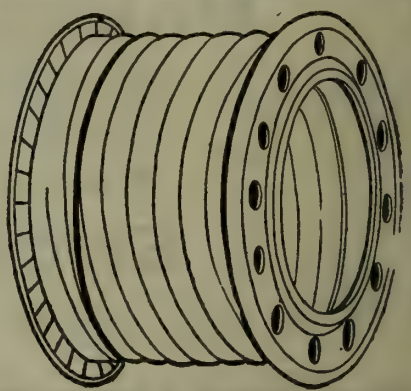
(Accepted by the Government Inspectors.)

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

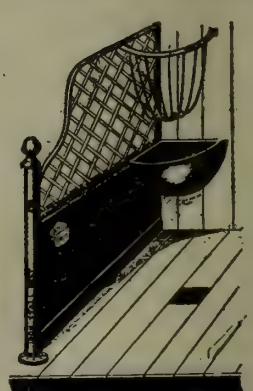


Look at the H. P. Spramotor spraying an acre of potatoes in 15 minutes. There are three nozzles to a row and four rows, two spraying from the sides and one from the top. Adjustable as to height and width up to 40 inch rows. Absolutely non-clogging nozzles. 12 gallon air tank, automatic and hand controlled. 125 lbs. pressure guaranteed with 12 nozzles open. Has agitator clean-out pressure relief into tank, and nozzle protector, all under control of driver from seat. For 1 or 2 horses. Fitted for orchards, vineyards and grain.

Write for Booklet.

R. D. HEARD, 1385 King St., London, Can.

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

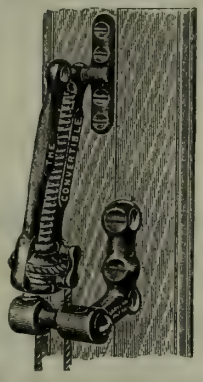
JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER



Simple

Effective

Compact

1760 IRON

⅜ screw 4/-
⅛ " 6/6

1795 BRASS

⅜ screw 5/6
⅛ " 8/6

1797 GUN METAL

⅜ screw 6/6
⅛ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

Pumps that Carry Good Will

Dealers that sell McDougall "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



Write

R. McDougall Co., LIMITED

GALT, CANADA

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-Made Files. These are the favorite made-in-Canada Nicholson Brands:—

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McLellan"
"H & F"
"J. B. Smith"





Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

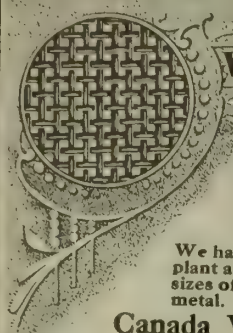
Your Jobber Sells Them.

NICHOLSON FILE CO.

(Dominion Works)

PORT HOPE, - - ONT.

ORNAMENTAL IRON WORK



WIRE CLOTH AND WIRE GOODS

PERFORATED SHEET METAL

We have recently installed a perforating plant and are in a position to supply any sizes of perforation in any kind of sheet metal.

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT

Saw Mills, Grist Mills, Factories

and every other industry in your locality where belting is used are your customers for GOODHUE'S

LEATHER BELTING

If you are not carrying an assortment of GOODHUE'S LEATHER BELTING in stock sizes you are losing good trade. Write us for price list.

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Produot, Aoourately Maohined

CANADA FOUNDRY COMPNAY
LIMITED

MONTREAL HALIFAX OTTAWA
HEAD OFFICES TORONTO CANADA
WINNIPEG VANCOUVER ROSSLAND

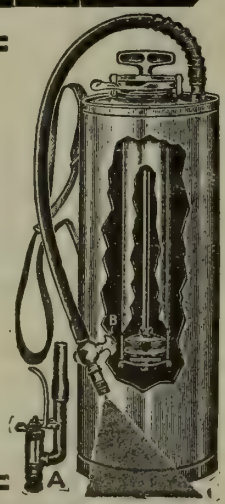
The Improved Automatic Compressed-Air Sprayer

Best Hand Sprayer on the market at the price Will run continuously for 6 to 10 minutes. Invaluable for Greenhouses; handiest machine for spraying Potatoes, Small Fruits, Cattle, Poultry; for Whitewashing Outhouses, etc.

Valuable improvements made for 1911.

Special terms and datings

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT.

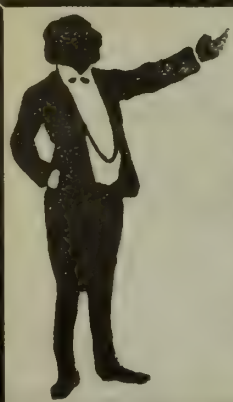




Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

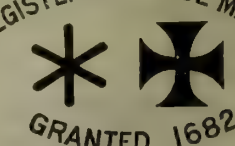
JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780

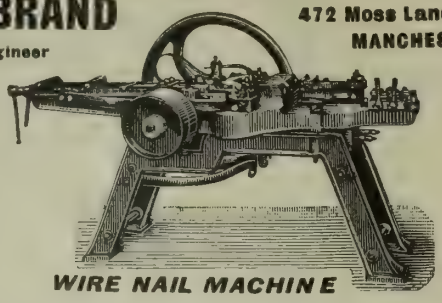
Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

Ed. BRAND

Engineer

472 Moss Lane East
MANCHESTER, ENG.



WIRE NAIL MACHINE

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving, Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

ANYONE CAN USE

THE "SPECIAL" SAW SET



MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

FULLY WARRANTED

THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS

SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

HARDWARE IS "STRONG" WARE
and so is

New Brunswick "KRAFT"

WRAPPING PAPER

ASK YOUR WHOLESALER

The NEW BRUNSWICK PULP & PAPER CO., Ltd.

Sales Office and Warehouse } 124 Richmond Street West TORONTO Main 1093

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

THE GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs. England



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

STANLEY METALLIC PLUMBS AND LEVELS are so designed as to remain true under all ordinary conditions.

The metal cases in which both the Plumb and Level Glasses are set are machined to fit accurately the machined surface of the supports which are cast in the frame of the Level.

THE CASES are held firmly on the supports by means of the cone centers which engage each end of the case. The center lines of the cases and cones are eccentric. With this arrangement the Levels can be readily adjusted or new glasses inserted.

Only the very best of materials and highest grade of skilled labor obtainable enter into their construction, and they carry with them the guarantee of a Company which has been manufacturing high-grade Carpenters' and Mechanics' Tools for over half a century.

SEND FOR CATALOGUE.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

GREENING

is the name that is synonymous with all that is best in Steel Wire Chain throughout all Canada. When ordering Cattle Chains, Trace Chains, Tie-Out Chains, Breast Chains, Post Tie Chains, Kennel Chains, and small, light, strong chains for any purpose whatever, be sure you order

GREENING'S

Satisfaction is assured for you and your customer because a faulty chain is never allowed to leave our mills.

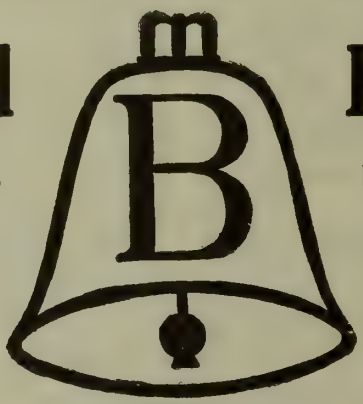
Your jobber can supply you.

The B. Greening Wire Co., Limited

HAMILTON MONTREAL

Bell Brand Horseshoes

TRADE MARK



REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

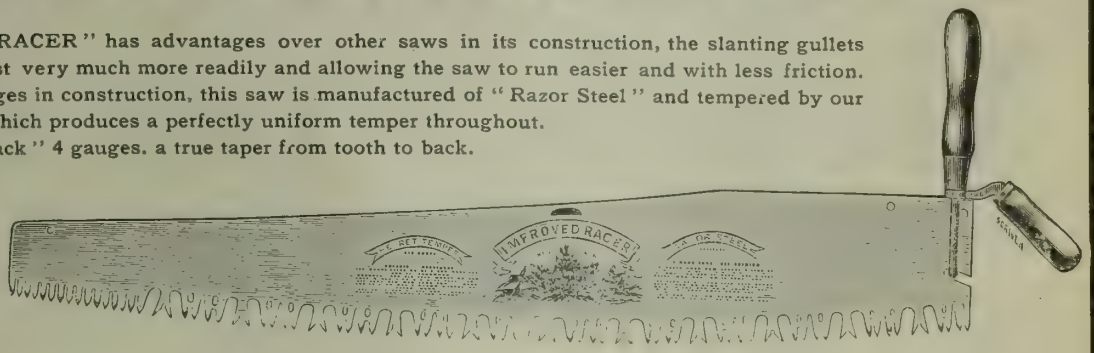
The IMPROVED RACER

ONE MAN CROSS CUT SAW

The "IMPROVED RACER" has advantages over other saws in its construction, the slanting gullets releasing the sawdust very much more readily and allowing the saw to run easier and with less friction. Besides the advantages in construction, this saw is manufactured of "Razor Steel" and tempered by our "Secret Process," which produces a perfectly uniform temper throughout.

It is ground "thin back" 4 gauges. a true taper from tooth to back.

As each saw is thoroughly tested before leaving factory, the Maple Leaf guarantee goes with every one.



Manufactured by MAPLE LEAF SAW WORKS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

Improved Patent Flush Handle

CHESTERMAN'S

MEASURING TAPES

Linen, Metallic and Steel

TRADE J C MARKS

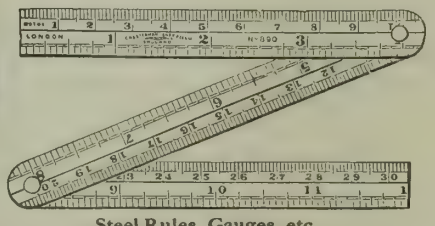
CONSTANTIA J C

TRE BLE



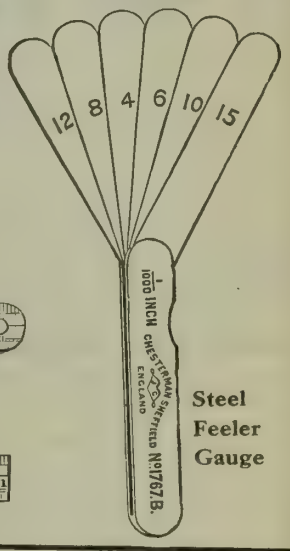
For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal



Steel Rules, Gauges, etc.

Engineers' Small Tools



Steel Feeler Gauge

The "BAYARD" Baby Automatic Pistol Calibre .32 (7.65 m/m)

The Little Giant---A Midget High Power Automatic

The .32 cal. (7 65 mm) "BAYARD" Pistol has been designed to meet the demand for a POCKET pistol COMBINING EASINESS OF MANIPULATION AND SIMPLICITY OF CONSTRUCTION WITH MAXIMUM EFFICIENCY.

Its size is that of a 25 cal. pistol, although it shoots THE POWERFUL 32 CAL. CARTRIDGE.

The "BAYARD" pistol possesses consequently THE ADVANTAGE of having a size REDUCED TO THAT OF THE 25.



CAL PISTOLS and a CAL. OF 32 GENERALLY CONSIDERED EFFECTIVE and heretofore found only in pistols of greater bulk These features make the "BAYARD PISTOL" the IDEAL POCKET ARM.

"BAYARD" AMMUNITION

The .32 cal (7.65 mm "BAYARD" Cartridges adapted to Automatic Pistols of this calibre have no equal on the market as to quality, regularity of charges, penetration, etc. We are specialists in the manufacturing of this class of ammunition and guarantee against misfire, hangfire, etc.

CAVERHILL, LEARMONT & CO. - - - - MONTREAL

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

Small Hand

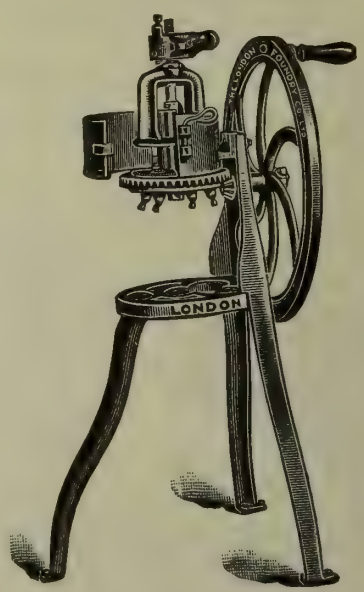
to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.

Send at once for catalogue and prices.



Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

Tea and Coffee in Perfection!

Everybody drinks more or less Tea and Coffee, and there is no method known of making such perfect Tea or Coffee as brewing it in our

HYGIENIC

Coffee Percolator

It is furnished with our new Monarch Regulating Lamp, and is handsomely finished.

A line you can handle most profitably.

Write for our new illustrated Catalogue.



The Buffalo Mfg. Co.

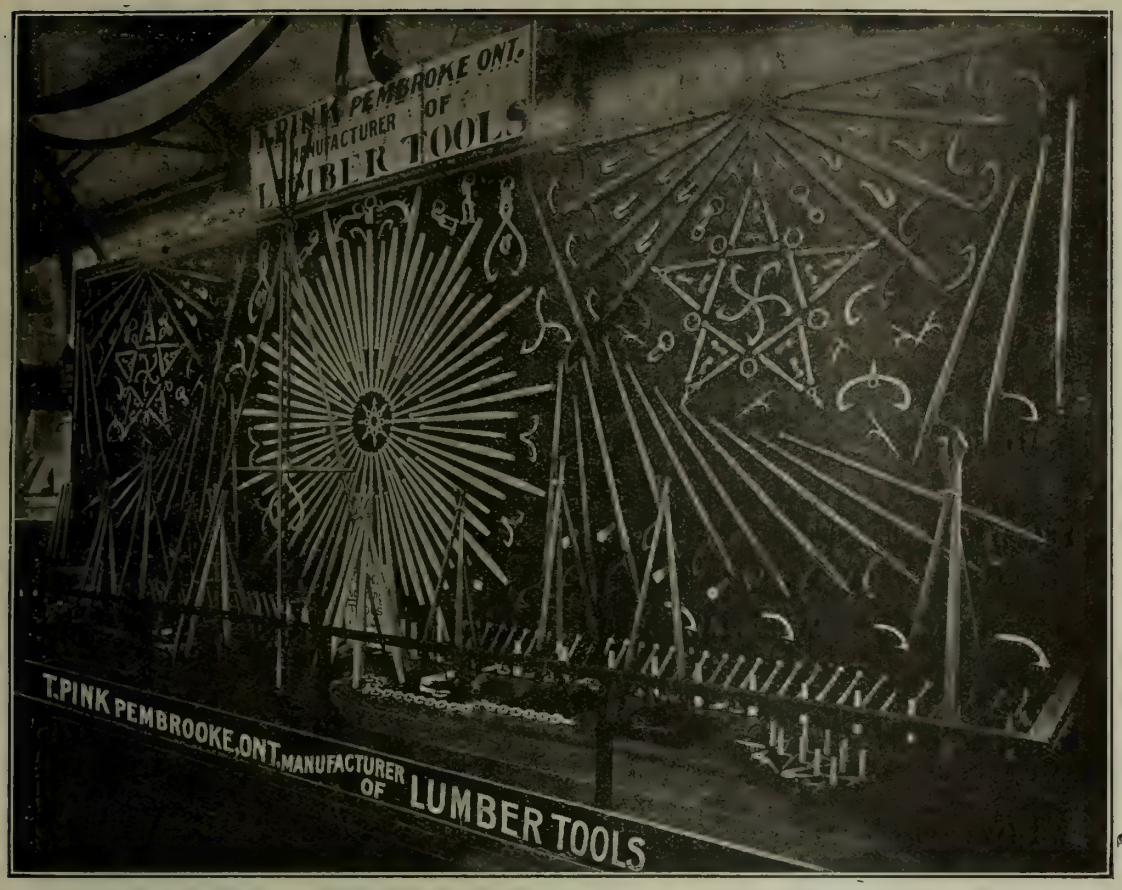
BUFFALO, N.Y.

Canadian Representatives

H. F. McIntosh & Co.

28 Toronto Street

TORONTO



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

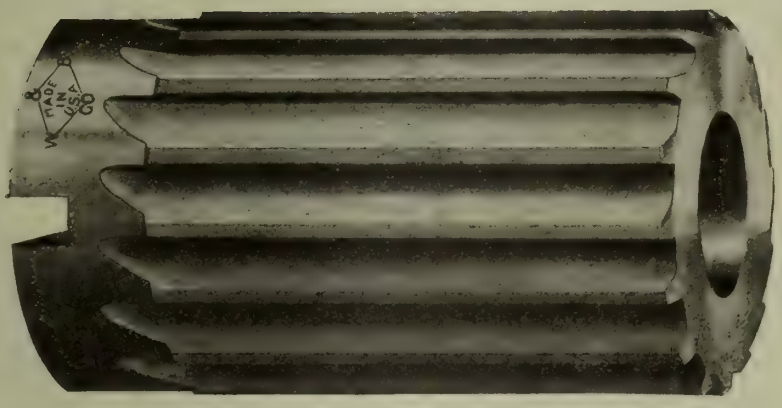
Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Trade W B Mark

Stands for Quality and Accuracy



This Trade W&B Mark

Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture, and is subjected to the most rigid tests and inspections.

We carry the largest and most complete stock of Twist Drills and Reamers in Canada, and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

THE STEEL COMPANY OF CANADA, Limited

DOMINION WIRE MANUFACTURING CO.—BRANCH

BRANCH OFFICE:
MONTREAL

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

WORKS:
LACHINE

Iron and Steel Wire
ALL KINDS—ALL SIZES

Wire Bale Ties
CUT TO ANY DESIRED LENGTH WITH LOOP ON ONE END

Brass and Copper Wire
FOR MECHANICAL AND ELECTRICAL PURPOSES

Dominion Field Fence
FOR FARM AND RAILROAD USE

Wood Screws
IRON AND BRASS—FLAT, ROUND AND OVAL HEADS

BRIGHT WIRE GOODS - JACK CHAIN - COTTER PINS
WIRE COAT AND HAT HOOKS - WIRE BARREL HOOPS
STRAND GUY WIRE - GALVANIZED CLOTHES LINE WIRE

WE HAVE EXCELLENT FACILITIES FOR HANDLING CARLOAD SHIPMENTS
SEND US YOUR ORDER FOR A MIXED OR STRAIGHT CARLOAD

WHAT GOOD is a REPUTATION?

Do you realize all that is implied in the above?

WE DO

And you are enabled to have a good reputation for Babbitt Metals if you will carry our Bearing Metals.

THEY PLEASE, bring repeat orders, and uphold the highest standards of Bearing Metals.

HARRIS HEAVY PRESSURE
is a leader.



Write us about Babbitt Metals.

The Canada Metal Co., Limited, Toronto

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

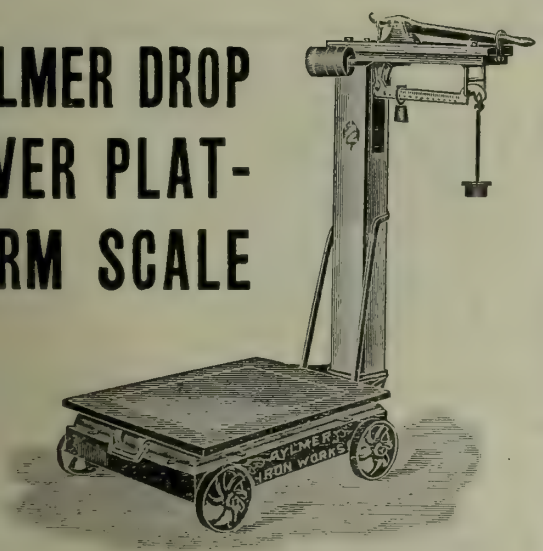
"Safelock" Stays *cannot* Slip

This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain. The "Safelock" is absolutely the strongest wire fence made—you can sell it as such and the test of time will bear you out to the letter. There's good money in handling "SAFELOCK." Write us about the exclusive agency for your locality. Don't put it off—Write to-day.

The Owen Sound Wire Fence Company, Ltd., Owen Sound, Ont.

Western Agents: THE BRANDON SAFELOCK FENCE CO., Brandon, Man.

AYLMER DROP LEVER PLATFORM SCALE



Made in four sizes, 1200 to 2500 lbs. capacity.

These scales are compact, strong and well finished and have Jessop's finest Tool Steel Bearings throughout. They are absolutely correct and fully guaranteed.

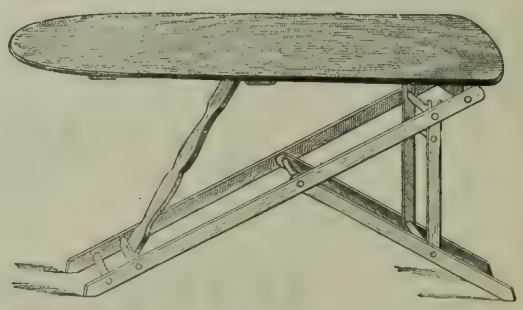
Write for our Special Prices to the Trade

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY



The ONLIWON

PATENT APPLIED FOR

The Largest The top is five feet long and sixteen inches wide, much larger than the ordinary ironing board, which is usually too small to do satisfactory work.

The Strongest and Steadiest

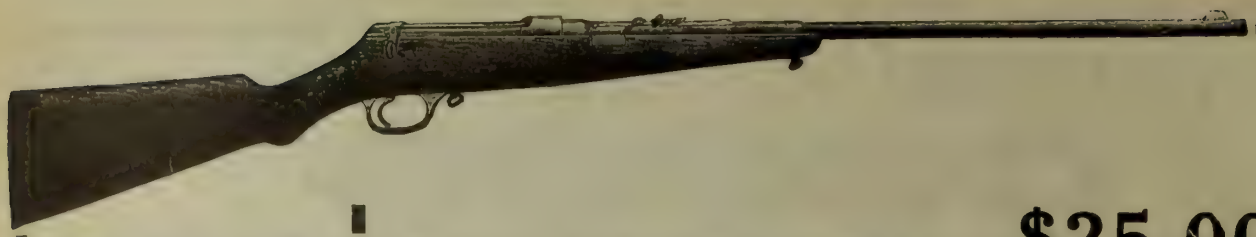
The rungs are all turned with a shoulder, where they enter the side pieces Both ends of the board are supported. There is nothing wobbly or shaky about it. It is made of the best material and workmanship. It folds up into a small space.

Most dealers say it is the only ironing board they ever had You will say so too if you try it

MANUFACTURED BY

J. H. Connor & Son, Limited

OTTAWA, ONT.



Dealers Have Almost Doubled Their Sales of Ross Sporting Rifles

$25.00
AND UPWARDS

A Rifle must "make good" or sales will stop.

No other new article is more generally or intelligently discussed than a new rifle.

The Ross Sporting Rifle has met the keenest criticism, stood every test, and made good.

Dealers everywhere appreciate the advantage of handling a rifle that can be procured quickly, that can be depended upon in every emergency, that gives general satisfaction and is in ever increasing demand.
That is the Ross Rifle.

Illustrated Catalogue upon request



Ross Rifle Co. - Quebec





LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

The Steel Company of Canada, Limited

HAMILTON :: CANADA







KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED





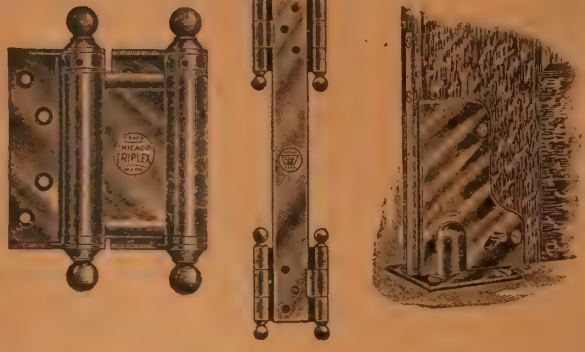


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26

THINK, THEN ACT!





Cylinder Night Latch, No. 103

JUST think for a moment what an influence the right selection of rim and mortise locks, and of front, inside and store door sets has on the builders' hardware trade. Then act promptly and wisely by ordering a full range of Peterboro' lock, the kind which influence trade.

Write for Prices To-day

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK.

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET ZINC

If you are in the market, write us.

We can name you lowest prices.

All usual gauges carried in stock at Montreal.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

Simply a case of **BUY** and **SELL** with the

Androck Door Mat

The winter season is here, and with it extra work for the busy housekeeper, cleaning up the snow and dirt that is being tracked all over the house. Show her the Androck Mat.



It has a scraping surface in every direction. All the dirt is left outside.

Ask for our illustrated price list. There's a good profit for you.

Andrews Wire Works of Canada, Ltd.

WATFORD, ONTARIO

PETERBORO' CONVENTION NUMBER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 18, 1911 NO. 7

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
For Sale by all the Leading Wholesale Houses

NOT HOW CHEAP
"Queen's Head"
Galvanized Iron
BUT HOW GOOD
John Lysaght, Limited, Makers, Bristol, Newport and Montreal
A. C. Leslie & Co., Limited, Montreal, Managers Canadian Branch

DON'T FORGET TO SEE OUR
EXHIBITION OF HARDWARE
At the Peterborough Convention

We shall be showing our complete line, and the competent salesman in charge will be glad to give the fullest information.

GET DETAILS OF THE SPECIAL INDUCEMENTS WE HAVE TO OFFER

TAYLOR-FORBES COMPANY, LIMITED
HEAD OFFICE AND WORKS, GUELPH, ONT.

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C. J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers' Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

Index to Advertisers and Buyers' Guide Pages 70-72. Want ads. page 74



A Window that "Pulled" and Effected Tremendous Sales for a Large Eastern Retailer in the United States.

Your Window is a Gold Mine! Why Not Work It?

A standing display of sundry staple lines, changed quarterly or semi-annually, is not likely to crowd your store with buyers. You might about as well pull down the blinds and use the space for storage.

It's the real live displays of real live specialties like the GILLETTE Safety Razor that make windows so valuable to up-to-date dealers. A display like the one illustrated above would bring into your store men who had never been there before—men whose trade you would give a good deal to win.

These men are interested in the GILLETTE. They have read about it in the newspapers and magazines, and have made up their minds to buy one, some day, somewhere. Your GILLETTE window would settle the time and the place in a minute, to your entire satisfaction.

Better still, it would be to their entire satisfaction, too, for the GILLETTE gives a quicker, easier, more comfortable shave than any other razor. They will appreciate that, and when they come back to you for blades you will have the best chance in the world to get their whole trade.

It's comparatively easy to trim up a striking GILLETTE window. The GILLETTE signs and cards, which you have, or which we will gladly supply, with the handsome razor sets themselves, make a display that catches the eye, grips the attention, and draws a man inside to investigate or buy.

Talk it over with our salesman when he calls, or write telling us the dimensions of your window, and we'll be glad to give suggestions that will help. If you are at the Convention at Peterboro, call at our booth and we can discuss it personally. We'll be mighty glad to see you there.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory: 63 St. Alexander Street, MONTREAL

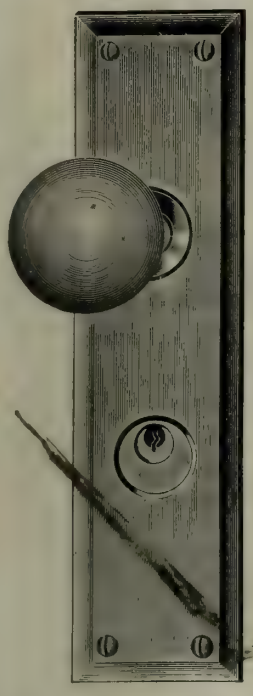
Offices in NEW YORK (Times Building), CHICAGO (Stock Exchange Building, LONDON, ENGLAND SHANGHAI, CHINA

Factories in Montreal, Boston, Leicester, Berlin and Paris

TRADE Gillette MARK

KNOWN THE WORLD OVER

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

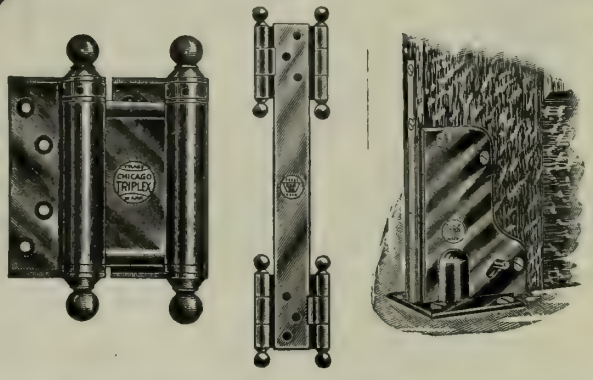
line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK NEW YORK

Send for Catalogue M 26



A Clean Record

of 25 Years' SATISFACTORY SERVICE is the History of the

GEM, BLIZZARD and LIGHTNING FREEZERS

They comprise a line of long established standard Freezers, and need no annual introduction to rob you of your time and profit; but are in demand, easily sold and stay sold. They represent the very best that can be put into Freezer construction. They run easily, freeze quickly and economically and produce highly satisfactory results.



They Bring Trade and Help You Keep it
Place Your Order Now for Future Shipment
Your Jobber Handles Them

NORTH BROS. MFG. CO.

Philadelphia, Pa.



See "METALLIC" at the Peterboro Convention

Mr. Hardware Dealer—the "Metallic" Exhibit at the Convention will interest you. We show you how to increase your sales—how to make more money, selling

METALLIC BUILDING MATERIALS

Note the simplicity of design, the perfect construction and the great durability of the "Eastlake" Steel Shingle. Learn the reasons why large contractors and builders recommend the "Eastlake" above all other makes. Have a talk with the "Eastlake" Shingle Man.

Secure the new "Metallic" Ceiling and Wall design book—it shows all the new standard patterns for stores, public buildings and homes and will help you make sales. Do not fail to see this exhibit—it means money to you.

See all the "Metallic" lines—"Metallic" Cornices, Conductor Pipe and Eavetrough, "Metallic" Brick, Stone and Plain Sidings, "Metallic" Fireproof Doors and Windows, Ventilators and Skylights, and "Metallic" Ceilings and Walls—every one of the same high quality.

"EASTLAKE"



STEEL SHINGLES

MANUFACTURERS OF METALLIC BUILDING MATERIALS

The Metallic Roofing Co., Limited

41. **Toronto and Winnipeg** MANUFACTURERS

Now is the time



to give some attention to your spring stock of Milk Cans, Creamery Cans, Trimmings, etc. Let us know your requirements for the coming season.







Trimmings for all sizes and styles of Milk and Creamery Cans.

PRICES ON APPLICATION

The Sheet Metal Products Company

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

Our Catalogue No. 45

OF

SUMMER SPORTS

Has Just Been Issued

It Illustrates and Describes the **Most Complete** Line Ever Put Out by a Canadian Jobbing House

In Addition

to the Lines named on the Cover in the Illustration, we show

Tennis Goods

Camp and Lawn Furniture

Lawn Swings

Swinging Chairs

Roller Skates and Camp Oil Stoves



We Also Show

a few of our

Specialties

which should be of interest at this season.

White Frost and Success Refrigerators

Triumph Vacuum Bottles

Boys' Wagons Hand Cars and Air Rifles

Sewing Machines

Electric Dry Batteries

Ronson Wrenches

If You are Interested

Drop us a Post Card, and

We Will Mail You One

LEWIS BROS., Limited, Montreal

Ottawa **Toronto** **Vancouver**

WHY BUY

Old Style Freezers with cast frame when you can have

THE "FROST KING"

the latest Freezer, with unbreakable Steel Frame

FOR LESS MONEY?

All metal parts, both inside and out, heavily tinned, making them RUST PROOF and HYGIENIC.

The Best and Cheapest Freezer on the Market

Special Features

Steel Frames

Virginia White Cedar Pails

Electric Welded Wire Hoops
sunk into grooves



"FROST KING"

Special Features

Narrow Model Cans,
giving greater freezing surface

Produces Ice Cream
in three minutes

Gears completely closed

When ordering your stock of freezers, be sure and specify "Frost King," as they are the freezers the people want. If you did not handle this freezer last year you lost Easy Sales. Place a sample order with us NOW.

Write for Circulars

We Ship Promptly Ask our Travellers to show you Sample. We Ship Promptly

FROTHINGHAM & WORKMAN, Ltd.

F.&W.

Wholesale Hardware and Iron Merchants

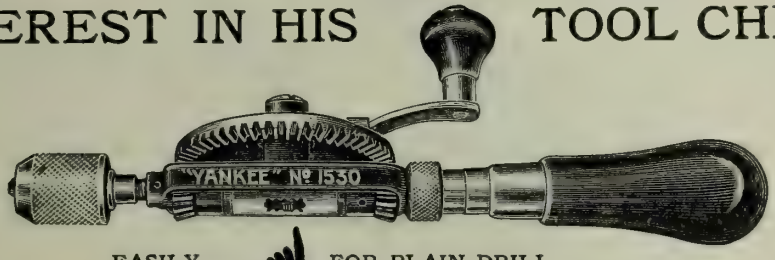
Montreal : : : : : Canada

F.&W.



NEW YANKEE TOOLS

A FEW MORE OF THOSE QUICK SELLING MECHANICS' FAVORITES WITH NEW FEATURES THAT WILL APPEAL TO EVERY WORKMAN WHO USES TOOLS, AND TO EVERY HOUSEHOLDER WHO TAKES AN INTEREST IN HIS TOOL CHEST.



EASILY ADJUSTED HERE

FOR PLAIN DRILL, RIGHT OR LEFT RATCHET, OR DOUBLE RATCHET.

SIMPLE RATCHET CHANGING DEVICE



No. 75

Yankee Hand Drill No. 1530.

Dead black finish frame, nickel parts, fitted with 3-jaw chuck with capacity 3/16 in. Cut tooth gears. The simple ratchet device on this drill will appeal to every mechanic. The tool can be worked in tight corners even where the handle cannot be turned full way around.

Yankee Quick Return Spiral Ratchet Screwdriver No. 130

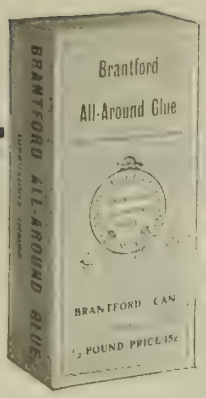
can be successfully used with one hand, as the spring keeps bit in position, and forces the handle back for next stroke. Same size as popular No. 30 Screwdriver.

Yankee Push Brace No. 75

will hold all small tools used in a bit brace. Operated by simply pushing the handle. Far ahead of a bit brace for rapidity and convenience. Will bore 3/16 holes in metal and drive 3/8 in. auger bits in hard wood. No parts exposed to dirt and grit.

Caverhill Learmont & Co

MONTREAL and WINNIPEG



GLUE IN PACKAGES

You don't need to be an expert at figuring to see where you make more profit by handling

Brantford All Around Glue

(It's Granulated)

No weighing, no waste, no loss, no mess, no wrapping and tying---a simple, clean, handy, attractive package in three sizes, 1 lb. ½ lb. and ¼ lb., selling respectively at a quarter, fifteen cents and ten cents.

It's good for gluing anything. Carpenters and Cabinet-makers want it, so do householders. Keep it where they can't help seeing it, it is a self-seller.

Your jobber sells it, ask him, or write us direct.

CANADA GLUE CO., Limited

BRANTFORD, - - - - CANADA

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

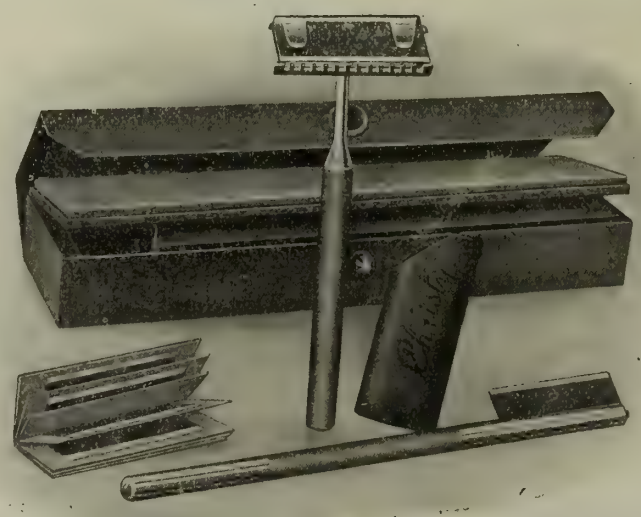
Shows a

Good Profit

For the

Hardwaremen

Write for Terms to the Sole Manufacturers



The "CHRISTY" Safety Razor Outfit.

Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: $1.50

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

Samson Farm Tools



The success of our trade in Samson Tools last year, and their satisfactory performance, is encouraging a bigger demand than ever this season, and we may have difficulty later in maintaining assortments and deliveries. Advise us promptly of what you are likely to need, with the assurance that the market has nothing better to offer in the lines that we control.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

BUTTS AND HINGES

CRESCENT BRAND

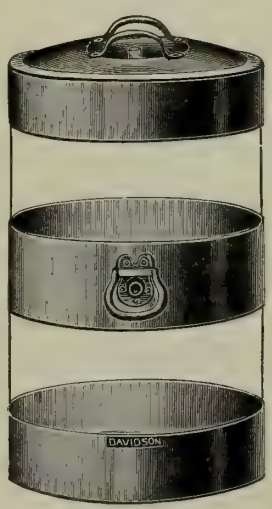
Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

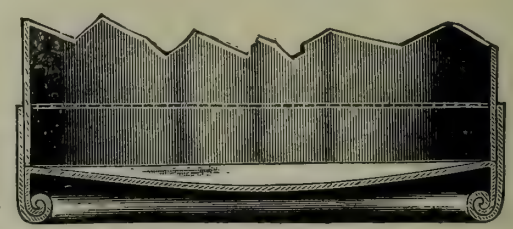
Davidson's Roll Rim Bottom Milk Can Trimmings

ARE UNEXCELLED FOR STRENGTH AND DURABILITY



COMPLETE SETS: Comprising 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches Wide, 20 Gauge, 1 Broad Top Hoop, 1 Pair Cover Handles, 1 Pair Side Handles. In all sizes from 10 to 40 gallons.

The Diagram **Shows how our Heavy Roll Rim Bottoms are Constructed. Examine it carefully and see how the Outer and Inner Rims are Rolled in, and then riveted to bottom Hoop.**



NOTE THE HEAVY ROUND ROLLED EDGE which makes our bottoms doubly durable. Saves strain on the can owing to the easy manner in which it can be moved by sliding along, when full. There being no sharp edge, friction is reduced and practically all wear and tear to Factory Floors and Waggons is eliminated.

BOTTOMS ARE CONCAVE and drain to the centre, and are therefore easy to wash out.

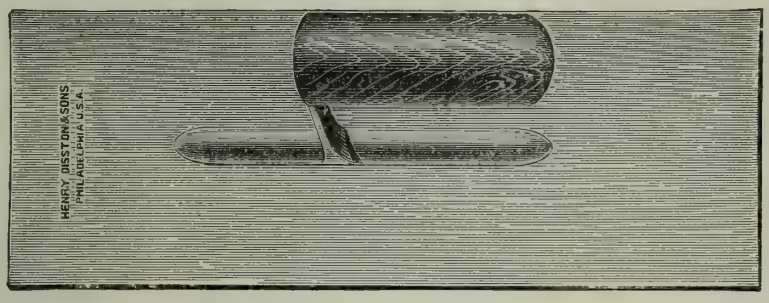
THEY DO NOT CORRODE like those which drain to the side.

A VERY IMPORTANT POINT is that these bottoms are heavily retinned after being made up, which fills all intersections and practically makes each bottom one solid piece of metal with considerably more strength to the square inch than if it had been spun out of one sheet.

Book Your Order Now to Ensure Prompt Delivery.

The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg

DISSTON



Plastering Trowels

Disston Trowels are a specialty. They are used the world over.
Blade is made of Disston Crucible Steel, carefully hardened, tempered and ground.
The handles are mounted in the most approved manner.

Guaranteed to give satisfaction.

HENRY DISSTON & SONS

INCORPORATED

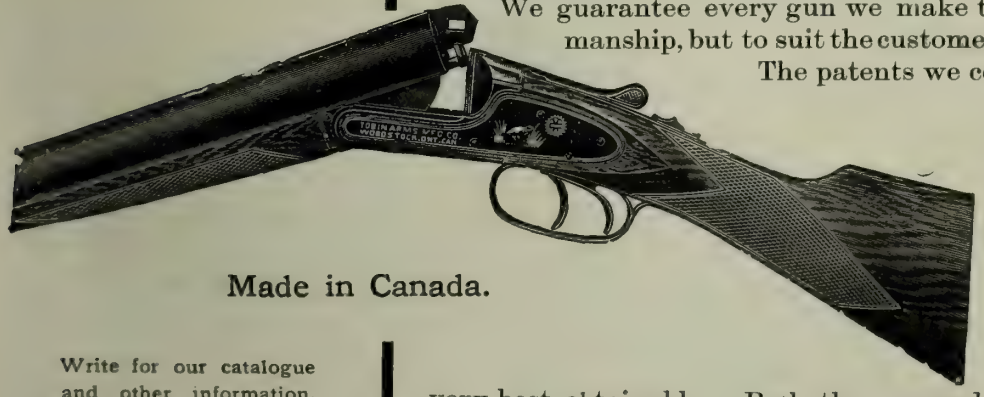
Keystone Saw, Tool, Steel and File Works, - PHILADELPHIA, PA.

Canadian Works:—FRASER AVE., TORONTO, ONT.

It is Easy To Sell The Tobin Gun

Tobin Simplex Guns

Its fine finish and simple, complete construction give it first place.
Every Tobin Gun is built to sell another. Introduce it to your customers.
We guarantee every gun we make to be not only perfect in workmanship, but to suit the customer's idea of what a gun should be.
The patents we control enable us to make a gun simple in construction, and, while not departing radically from what is recognized to be essential in the hammerless type of gun, it possesses new and exclusive features.



Made in Canada.

Write for our catalogue and other information. We are anxious to establish connections with dealers everywhere.

The material from which the Tobin Gun is made is the very best obtainable. Both the exposed and hidden parts of the gun are fashioned with the utmost care, which makes the Tobin Gun not only a good gun, but also a good-looking gun.

Tobin Arms Manufacturing Co., Limited

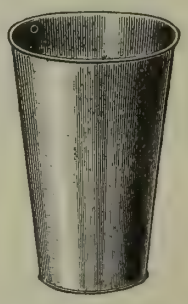
Woodstock, Ontario

Are You Prepared For Sap Season Requirements?

The following lines will doubtless appeal to you:

SAP PAILS

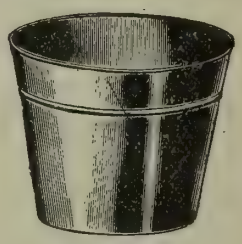
Straight Pattern



Nos.	7	9	12
Gals.	1	1½	2
Dim., Ins.	8½x9	9x9	8¾x12½
1C Per 100	$11.50	14.00	15.00

SAP PAILS

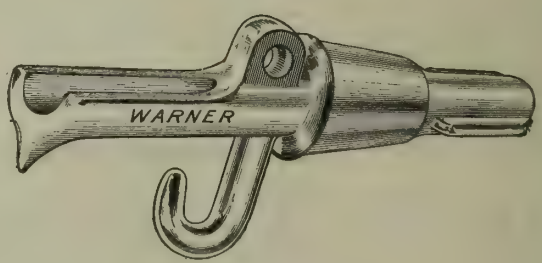
Flaring Pattern



Nos.	70	120
Quarts	6	10
Dim. Ins.	10x6¼	11¼x8½
1C Per 100	$11.25	15.00
1X " "		18.50

SAP SPILES

"Warner" Malleable Iron



Per 1000 $45.00

SAP SPILES

"Eureka" Cast Iron



Per 1000	$12.00
" 100	1.30

Packed in boxes of 500 and 1000

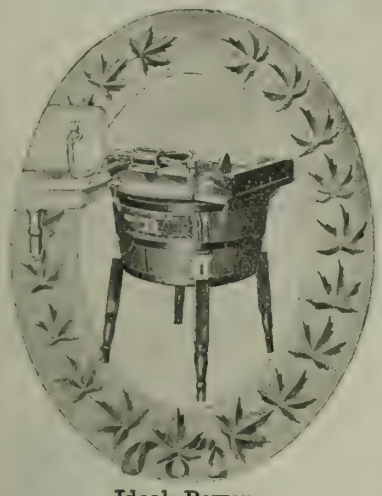
The usual discounts are given off the above prices.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon

DEALERS

We have the
WASHING MACHINE
BARREL CHURN



Ideal Power



The Century—Style B

CLOTHES WRINGER
and
PROPOSITION



Noiseless—Gearless

LARGE ASSORTMENT

PROVED
EFFICIENCY
The whole line carries the HEALTHY SIGN of steadily increasing sales.



RIGHT PRICES
and goods that sell Spring, Summer, Autumn and Winter.

EXCLUSIVE FEATURES



Warranty



Snowball—Roller Bearing



Sovereign

Cummer-Dowswell, Ltd. **Makers** **Hamilton, Ont.**

H. F. MOULDEN, Winnipeg, Western Agent. W. L. HALDIMAND & SON, Montreal, Eastern Agents

An Agency for

Brantford Roofing

is one of the few good money makers of the trade

Peterboro Convention

WE WILL BE PLEASED TO MEET YOU AT THE PETERBORO CONVENTION, SECTION 31.

February 21 to 24, 1911





OUR representatives will be there to meet old customers, and make the acquaintance of new ones—and to show you a line of Roofing Goods for 1911 which cannot be excelled.

BRANTFORD ROOFING is made up to a Standard of Quality, not down to a price.

BRANTFORD ROOFING CO., LIMITED, do not profess to sell the cheapest, but they do sell the best—

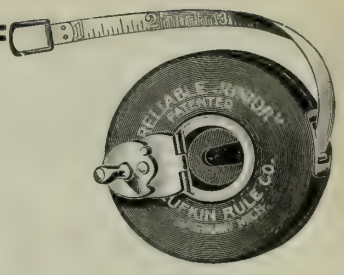
"The Best is the Cheapest."

BRANTFORD ROOFING CO.

BRANTFORD, CANADA LIMITED



REGISTERED TRADE "B" MARK
BRANTFORD ROOFING CO. LIMITED
BRANTFORD, CANADA

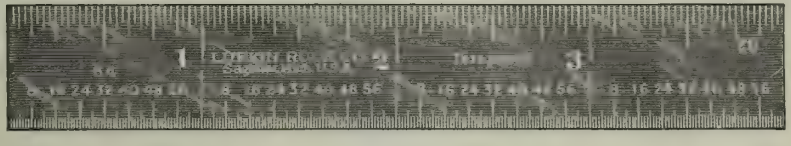


LUFKIN

TAPES & RULES

¶ They are the Tapes and Rules you want to Sell. A Good Profit and a Satisfied Customer are the returns.

¶ They are easy to sell too, for they best combine the three fundamental features: Accuracy, Durability and Beauty of Design. Their reputation is world wide.



¶ When you are at the convention in Peterboro, get acquainted with our Representative. Let him show you the goods, and explain why they are the tapes and rules you want to sell. They are made by skilled Canadian workmen, in our new up-to-date factory at Windsor, Ontario, the only institution of its kind in Canada.



Carried in stock by all prominent Jobbers.
Send for Catalogue.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

See them Demonstrated at the Peterborough Convention

Then you will know just why the best selling pumps in Canada are

"Aremacdee" Pumps



Whatever else you miss don't fail to see the "Aremacdee" exhibit. It will be in "Galt" Section.

"AREMACDEE"

Hand or Motor Metal Force or Lift Pumps are built to give satisfactory service and the pump that gives your customer satisfactory service is the only pump worth selling.

"AREMACDEE"

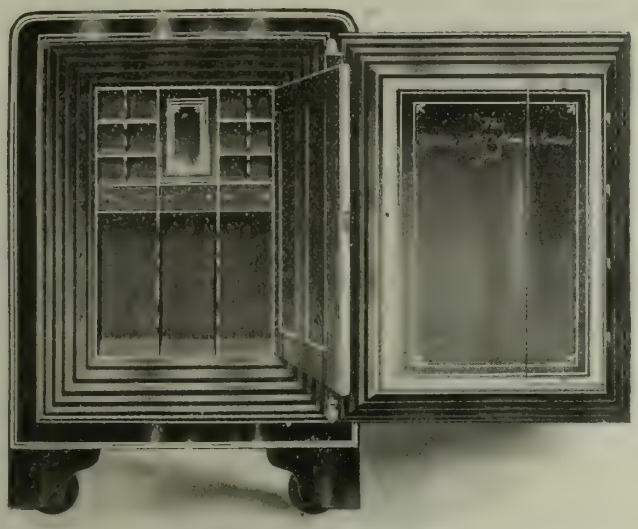
pumps are all metal. The valves are perfectly fitted, air-tight, strong and long lasting.

BUT—you are a good judge of a pump—we will leave it to you. See them at the Convention.

R. McDougall Co., Limited

Galt Canada

ASK FOR CATALOGUE IN ANY EVENT



HARDWAREMEN

One of your greatest assets in business is the safe-keeping of your books, etc.

HARDWARE STORES

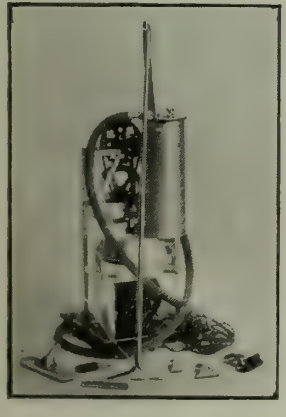
make very hot fires. For this reason you must have the best protection obtainable for your books, papers, deeds, etc.

A GOLDIE & McCULLOCH FIRE-PROOF SAFE

affords you just that protection, no matter how hot the fire nor how long it lasts. This cannot be truly said of all makes of safes. OUR SAFES HAVE NEVER FAILED.

See Our Exhibit at Peterboro, Feb. 20th to 24th, among Galt manufacturers, who will occupy one entire end of the armouries during convention.

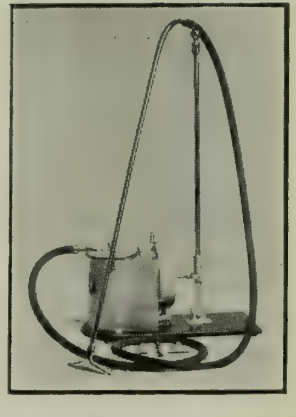
THE GOLDIE & McCULLOCH CO., Limited - Galt, Ontario



Universal Electric



Universal Electric, Showing Adjustable Cabinet



Universal Hand Power



Hand Power, Showing Dust Receptacle and Glass in Cover

We will be at the Convention. Don't fail to look us up. What you want is Vacuum Cleaners to sell at popular prices, and we have them.

Secure Our Agency Now.

Only one first-class dealer in each town and city.

Universal Vacuum Cleaner Co., Ltd.,

MONTREAL

LOOK FOR THE
New Maxwell Lines
At the Peterboro Convention

Believing that to stand still is to go back, we are continually working to make our line of hardware specialties still better and more complete.

Following this policy, we have recently succeeded in making some notable additions to our line, particularly in Hand and Motor Washing Machines.

These new machines have been very favorably received by the trade and have sold splendidly, adding to the enviable reputation of Maxwell goods throughout Canada.

At the coming Convention at Peterboro we have arranged to have an exhibition of Washing Machines, Churns, Lawn Mowers, Wheelbarrows and other specialties, which you will find interesting and well worth a close inspection.

We extend to you a most hearty invitation to visit our exhibit and discuss ways and means of working up an even more profitable trade than you have now in Maxwell specialties.

Don't fail to look us up—we'll be looking for you.

David Maxwell & Sons
St. Mary's, Ontario.

Silver Plate That Wears



Made in Canada—
Made by Canadians—
Equal in quality to
the best
the world produces

"Sold by Leading Dealers Everywhere"

The
Priscilla
Pattern

New
Dainty
Attractive





In quality and workmanship it is upon the same high plane as all goods bearing the stamp

1847 ROGERS BROS. XS TRIPLE

The "Priscilla" pattern possesses a homelike charm which at once appeals to the refined taste.

"Silver Plate That Wears"

MERIDEN-BRITANNIA COMPANY
HAMILTON, CANADA



Trade Brought To You

Our general advertisements bring trade to the dealers handling our line. Appropriate announcements are shown in over five hundred publications, monthly, weekly and daily, all impressing the reading and buying public with the fact that

"1847 ROGERS BROS."

is the original and standard brand of Silver Plated Ware.

Our general advertising helps us greatly, but it can do so only when it helps the dealers who sell at retail.

Our wares reach the public through the individual dealer, therefore we try to aid him in making the sales of

"1847 ROGERS BROS."
WARE

as large as possible.

We are extensive and persistent general advertisers of Plated Silver Ware, and the individual dealer gets the benefit of it.

MERIDEN BRITANNIA CO., LIMITED
HAMILTON, ONTARIO

MOORE'S
PAINTS AND VARNISHES







You will be welcome at our Booth at the

PETERBORO' CONVENTION

where we shall be showing a full range of our products.

Retailers have always found the MOORE LINE a steady and profitable seller, because our policy is to make only the best quality goods, and to sell them at the lowest possible price, consistent with quality.

Here are a few of our leaders:—

HOUSE COLORS	-	Ready for use.
FLOOR PAINT	-	Dries hard over night.
MOORAMEL	- -	Perfect flowing.
WAGON PAINT	-	Easily applied.
TILE-LIKE	- -	Varnish and Stain combined
SANI-FLAT	- -	A Flat Oil Paint.
ARK-EL-ITE	- -	Asbestos Stove Lining.
MURESCO	- -	The best Wall Finish.

GET OUR COLOR CARDS AND PRICES.

Benjamin Moore & Co. Ltd

WEST TORONTO. NEW YORK, CLEVELAND, CHICAGO.

WELCOME TO PETERBOROUGH

See our exhibit at the convention and visit us at our factory, where we shall be pleased to meet all our old as well as new friends.



No. 774 Andros

No. 775 Ottawa

No. 776 Peterboro

TO THE TRADE:

The introduction of the above type is of recent date. They are beimg used extensively on Store Doors, Doors to Public Buildings and Fine Residences, and when combined with their locks, give a pleasing effect to the main or entrance door to which they may be applied. They are furnished in Iron, Brass and Bronze, and in finishes as described on pages 1 and 2 our 1911 supplement. We solicit your inquiries. Yours very truly,

The Peterborough Lock Mfg. Co., Ltd.

Peterborough, Ontario, Canada.

For Quality and Reliability
in Galvanized Sheets

GILBERTSON'S

COMET
BRAND

will stand the most searching test!
Well galvanized and warranted to double seam.

Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street :: MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL
The Canadian Copper Co.

NICKEL FOR
NICKEL STEEL
The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

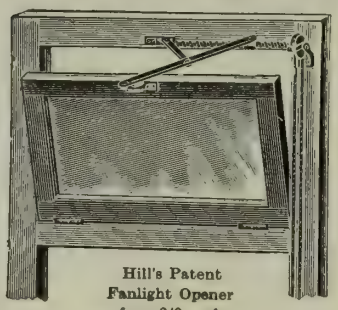
They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in nearly every instance.
They save the labor by performing it.
They are neat, inexpensive, durable and agreeable HELPERS,
Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction

JAMES HILL & CO., LTD.
Cable: James Hill, London.
IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Pan c Bolts and all kinds of Fittings and Hardware. Castings, etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad" as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada



HERCULES
Sash Cord

Buy the Best.
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers



These pictures show why you can sell the Stewart Ball Bearing Horse Clipping Machine

to every man who owns horses

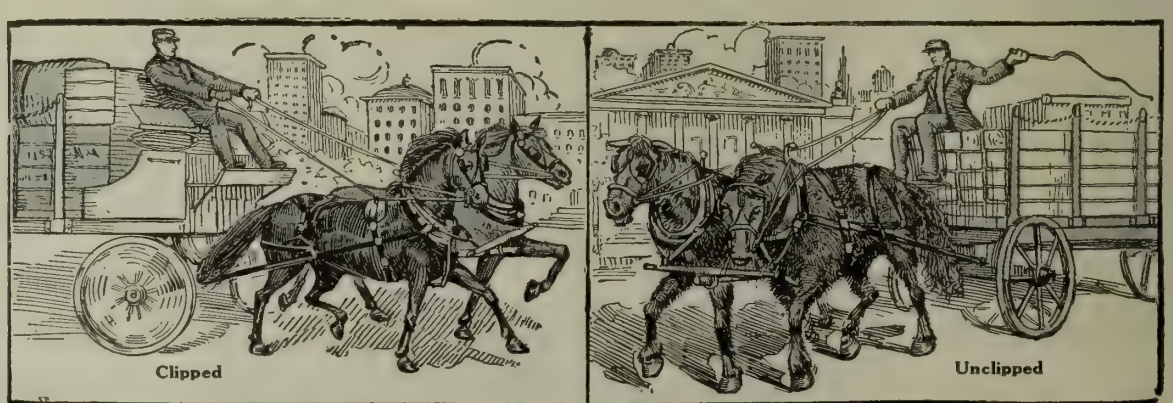


Clipped horses not only have a better appearance, but they are full of life and vigor, they dry off quickly, rest well, and do more and better work. This splendid machine, with file hard, cut steel gears, six feet of new style, easy running flexible shaft and the celebrated Stewart single tension nut clipping knife—highest grade. Retails in Canada at only **$9.75**

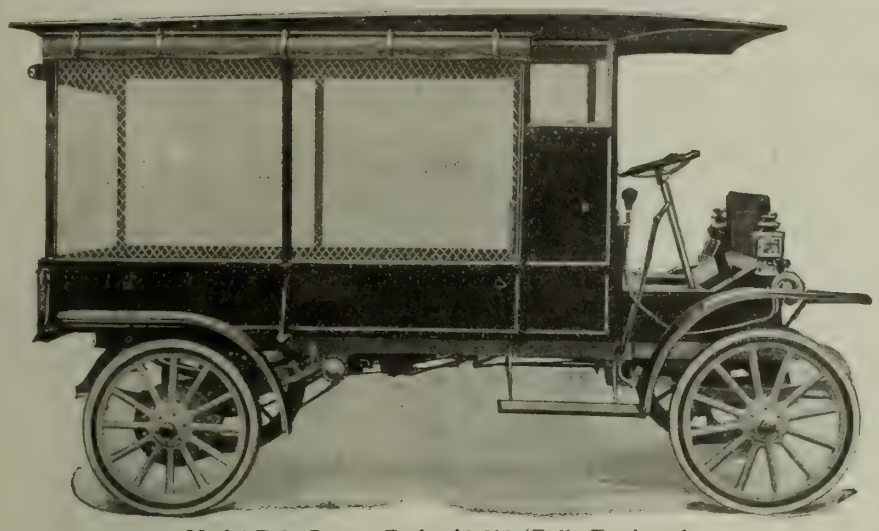
There is a good profit in every sale for the dealer — ***All the principal jobbing houses of Canada carry it in stock***

It is time now to get them on your floor for spring trade. Ask your jobber. Write for complete 1911 catalogue.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 Ontario St., CHICAGO



Put Your Delivery on a Paying Basis



Model B 2, Screen Body, $1,600 (Fully Equipped)

Simplify the tangled trend of a losing system and have it earn money.

The best asset of an enterprising firm is an equipment to facilitate the delivery of its output.

The Commercial Car is the only economical and expedient method.

Deliver Goods the Canadian Way

Write to-day for catalog giving full particulars of Canada's first Commercial Cars and what they will do. **A High Grade Car at a Low Price.**

MR. BUSINESS MAN

It will pay you to investigate this car, its makers, its mission, its good points and its durability. It will bear the closest investigation and will fill every promise made for it. It is a Canadian car, built in Canada by Canadians, for Canadians and FOR SERVICE,

THE CANADIAN CAR

(EXCLUSIVELY COMMERCIAL)

SPECIFICATIONS

ENGINE—22 h.p., two-cylinder opposed, water cooled, 5½ bore, 4-inch stroke.
WHEEL BASE—107 inches.
TREAD—Standard 56 inches.
WHEELS—34-inch artillery type, mounted on roller bearings.
SPRINGS—Front semi-elliptic, 38½ x 2 in. Rear platform type, 36½x2 in. Side, 40½x2 in.
BRAKES—Internal expanding on rear wheels, adjustable by turn-buckles.
TRANSMISSION—Planetary, two speeds forward and one reverse.
IGNITION—Bosch magneto.
FRAME—Three-in. channel section steel; length over all, 144 in.; width over all, 32 in.
AXLES—Drop forge front and rear I beam
STEERING—Improved solid double nut, 16-in. ebony steering wheel.
TIRES—Solid endless rubber, front 34x2½ in.; rear 34x3 in.
CONTROL—Slow speed forward, reverse and brake operated by foot pedals. Clutch and emergency brake by one hand lever, spark and throttle by levers at top of steering wheel.
LEVERS—All levers, foot pedals and rocker arms are drop forged, clamped and keyed to proper place, except foot pedals, which are loose on one shaft.
COOLING—Thermo syphon system.
CRANKSHAFT—Drop forged.
LUBRICATION—Force feed direct to bearings.
CLUTCH—Disc running in a bath of oil.
BODY—Loading space 42x88.
EQUIPMENT—3 oil lamps, horn and tool kit.
CAPACITY—1,800 lbs. (guaranteed).
DRIVE—Double chain direct from Jack-shaft to rear wheels.

DEALERS

We have territory for good live responsible agents to represent The CANADIAN Car. It has every good feature a commercial car should have. It is a rapid seller and delivers the goods. You can talk and show facts about this car at the same time.

Write for full details and catalogs.



Model B, Open Express Body, $1,500 (Fully Equipped)

See our exhibit at the Toronto Automobile Show, Feb. 25th to March 4th.

The Canadian Commercial Motor Car Co., Limited

WINDSOR, ONTARIO

HARDWARE CONVENTION, 1911

Look out for the Connor Ball Bearing Washer at the Peterboro' Convention!

We plan to be there with a full range of Washing Machines, Clothes Wringers and Tub Stands, and we just would like the chance to convince you of the merits of the goods we manufacture.

Be sure and get our prices and terms. You will find our line by far the most satisfactory on the market to handle and the profit margin is a particularly good one.



Ball Bearing Washer closed.

J. H. Connor & Son, Limited

Manufacturers

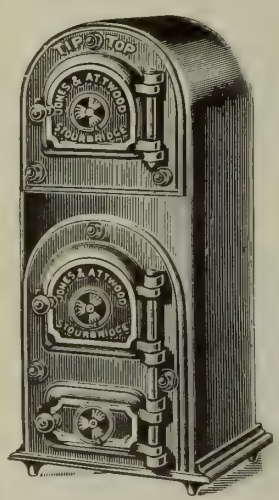
Ottawa **Ontario**

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia



Ball Bearing Washer showing lid open.

TIP-TOP BOILER



The best and most efficient boiler on the market, and especially designed by us for

Hot Water Supply

or heating radiators, etc. Large water space provided which reduces the liability to get choked with deposit.

Write for price list and particulars of our heating apparatus of all descriptions.

Jones & Attwood, Limited Heating Specialists, STOURBRIDGE, ENG.

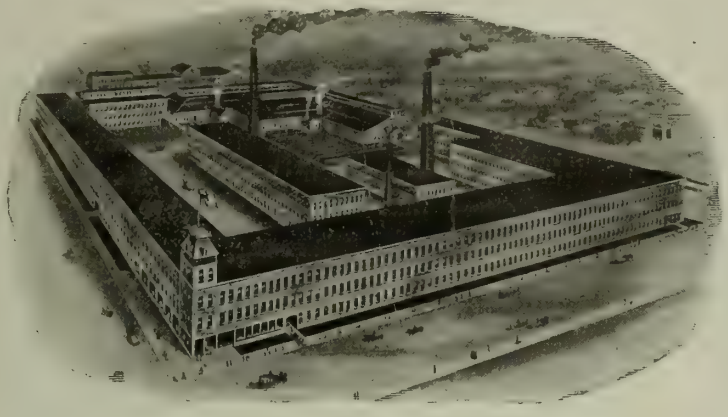
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO
and
MONTREAL

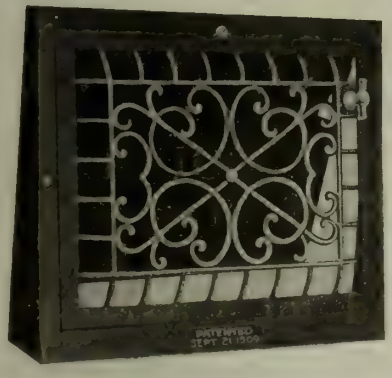


WINNIPEG
and
VANCOUVER

WHERE "JEWELS" ARE MADE

To the Western Trade—We have under construction in Winnipeg a large Modern Warehouse which is nearing completion. We will carry a large and complete stock of Stoves, Furnaces, Scales, Curry Combs and Hardware Specialties. Our travellers are about to start out and we bespeak for them a share of your trade. Our goods have always been popular with the Western Trade and our aim is to make them more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches, Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTR AL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

METALLIC PACKING

Department of Commerce and Labor
STEAMBOAT INSPECTION SERVICE

OFFICE OF LOCAL INSPECTORS
JUNEAU, ALASKA

October 19, 1910.

Magnolia Metal Company.
113-115 Bank Street.
New York City, N.Y.

Gentlemen:

Before entering this Service I was employed by the Puget Sound Tug Boat Co. of Seattle, Wash. as Chief Engineer of their Ocean Tug "TATOOSH", this vessel being equipped with a triple expansion engine 16" 24" & 40" by 28" stroke, with all piston rods and valve stems packed with the "Metalic Packings." At first we used as "packing metal" a hard fine grained babbitt composition, sold on the Pacific Coast under the name of "Packing Metal" the soft rings being cast, and machined in the shop, then scraped to place by hand when installing. The life of these ring was only about 30 days and gave considerable trouble by leaking most of that time, so that eventually I connected the 1/8" vent pipes to the condenser.

Being short of a set for installation at one time I cast a set on mandril and plaster of paris moulds, using Magnolia Metal, with such good results that I at once fitted all rods in a similar manner, the soft rings not being machined or scraped to place in either application, they ran for four months under my care without trouble, and I have since been informed that they were taken out two years after I left the vessel, worn out.

Frank H. Ferrell
U.S.Local Inspector of Boilers, Juneau, Alaska.



The low coefficient of friction and antifrictional and wearing qualities that have made Magnolia Metal the greatest of all Babbitt Metals for lining bearings, makes it equally valuable as a Metallic Packing. If you have not heretofore thought of Magnolia Metal in that connection we trust that you will not fail to do so in the future.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

225 St. Ambroise St., Montreal

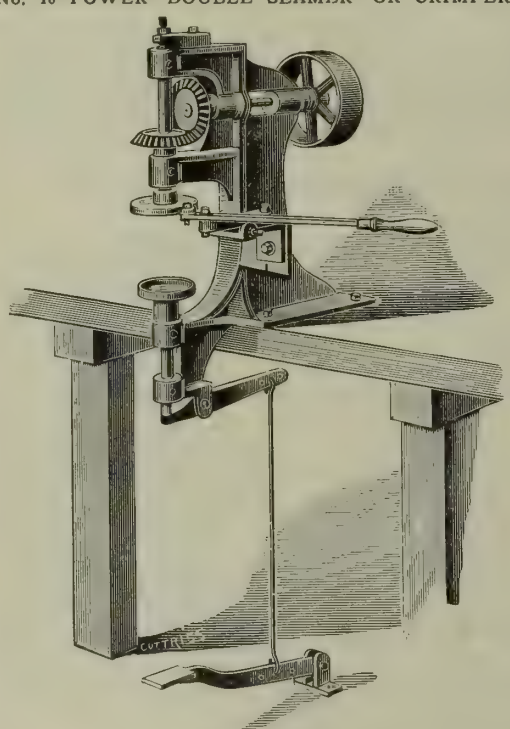
New York Chicago

Special Offer

PRACTICAL ENGINEER POCKET BOOK, containing 680 pages, treatiog on over 2000 Engiaeering and Mechanical subjects brought up to date. We offer this valuable reference work at the very low price of 40c., postage prepaid. Address Montreal Office.



No. 10 POWER DOUBLE SEAMER OR CRIMPER



HAVE YOU ANY

cans to CRIMP or DOUBLE SEAM COVERS on? If so, this is just the tool you want. It is specially adapted for CRIMPING the covers on round paper boxes with metal tops, such as CLEANSING POWDERS, etc. Or for round tin cans not greater than 9 inches in length and 8 inches in diameter. It is very RAPID. Write for further particulars.

THE BROWN-BOGGS CO., Limited - Hamilton, Can.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES, ETC.



Cycles from £3.0.0 net
($15.00 Dollars)

and Big Reductions for Quantities.

We are looking for live business men to take up the sale of our cycles and motor-cycles in Canada—'wheels' with a Twenty-five years British reputation for all-round Good Quality and Finish.

"HOBART" Cycles and Motor-Cycles

Out of Twelve open motor-cycling events held since April, 1910, "HOBART" motor-cycles have won no less than ELEVEN in competition against the leading motor-cycles of the world. Write for our Catalogues and Prices.

Hobart, Bird & Co., Ltd., DEPT. H31 Coventry, Eng.

A Thing of Beauty is a Joy Forever

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

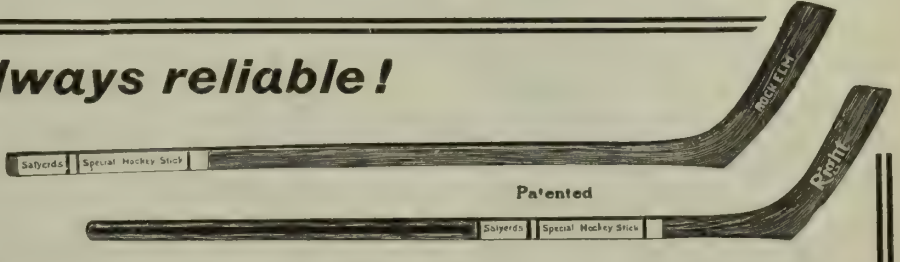
Montreal - - Toronto
Winnipeg - - Calgary

The line that is always reliable!

You are safeguarding your own interests if you are featuring the famous

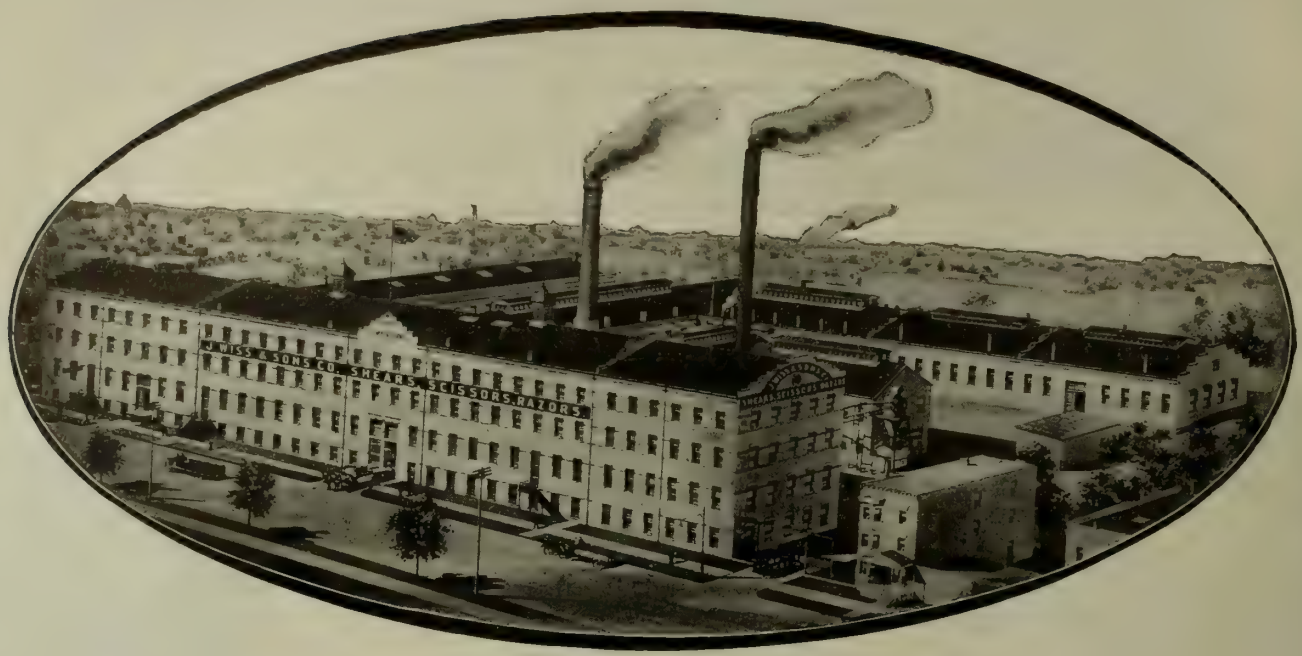
SALYERDS

LINE OF HOCKEY STICKS



They are made solely of specially selected, second-growth rock-elm, and are perfect in balance, finish and wearing qualities. Our Patent Grooved Hockey Stick WON'T SLIP IN THE HANDS. Ask for it. Wholesale and Jobbing Trade only.

E. B. SALYERDS, Preston, Ontario.

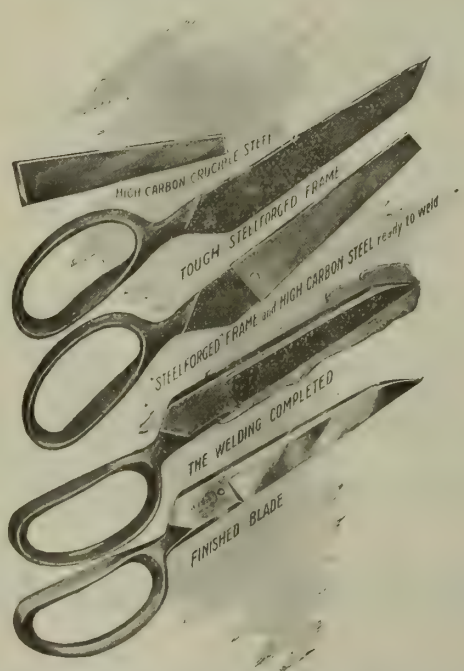


SINCE 1848

WISS Scissors and Shears

have been recognized as the Standard of Quality the world over

Those who use shears constantly day after day—the tailor, the dressmaker, the leather cutter, the rubber trimmer, etc.—will tell you that the shear for constant use, the satisfactory shear, the economical shear, is the Wiss.



The screws never work loose. The blades are uniformly tempered, both exactly alike, so that they will not grind one against the other and give that "gnawing," "sawy" edge found on many ordinary shears. The perfect grinding, the *correct* finishing and testing, the rigid inspection, are additional "telling" points of the Wiss Shear as soon as it reaches the hand of your customer. This is the result of over half a century of study and experience.

Wiss Shears are unique in not only their finish and quality, but in the manner in which they are made.

If you want to increase your Cutlery Sales, to bring new customers into your store, this is your opportunity. We have a selling plan for you---to suit your business and your locality. Tell us you are interested and we will send one of our expert cutlery men to see you. We will show you at no expense to you how to increase your cutlery sales.

J. WISS & SONS CO.

Toronto Office: 145 Wellington Street West.



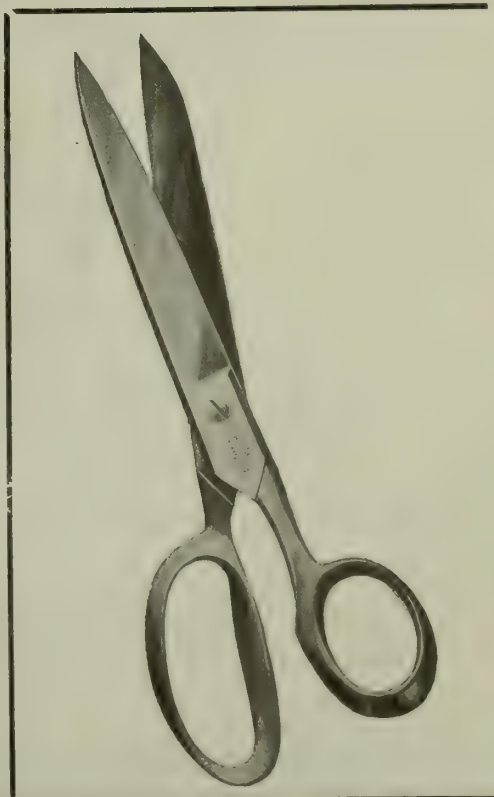
TO-DAY
WISS Shears are "Steelforged"

Steelforged is a combination of Special Forging Steel and a High Carbon Crucible Steel

The Special Forging Steel to give Wiss Shears unusual toughness—the Crucible Steel to give them their lasting cutting quality. You can bend, hammer and twist the handles of the Wiss Steelforged Shears—they will stand the hardest of strains without breaking.

Years were spent on direct study of this new process. Innumerable experiments and tests, as well as considerable expenditure, were necessary before we could satisfy ourselves that we had secured perfection.

To-day we offer to you a shear superior to any other on every point, from the raw material to the finished product.



We authorize all Wiss dealers to sell the Wiss line under an absolute guarantee of satisfaction. Why take any risk in selling your trade an inferior shear when the Wiss costs you no more--when you can make a bigger profit by handling the Wiss line--on account of increased sales. Ask for our new 1911 catalogue--it is interesting to every cutlery buyer.

NEWARK, N. J., U. S. A.

Toronto Office: 145 Wellington Street West.

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - **TORONTO, ONTARIO**

Our continuous national advertising is a big help to dealers in selling Genasco—no splash, no spurt, no meteoric effect; but a sensible, steady educational campaign that convinces customers Genasco is the roofing they ought to have.

And the great big thing that backs up our advertising, increases your sales, and makes repeat-sales is Genasco quality.

Genasco

the Trinidad-Lake-Asphalt Roofing

is made of *natural* asphalt. This asphalt does not dry-out, crack, and go to pieces, because the oils are sealed in it by Nature, and they keep it full of life, give it exceptional weather-resisting qualities, and make it lastingly waterproof.

The Kant-leak Kleet is an additional argument for Genasco. It makes laps watertight without unsightly cement, and prevents nail-leaks.

Order Genasco from your jobber with Kant-leak Kleets packed in the roll.

Write us for full information.

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

THE BARBER ASPHALT PAVING COMPANY

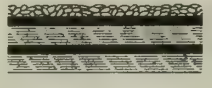
Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Mineral or Smooth-surface Genasco Roofings

Cross-section, Genasco Stone-surface Roofing



Gravel
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt

Caverhill, Learmont & Company, Montreal.

D. H. Howden & Co., Limited, 200 York Street, London, Ont.

SYLVESTER WORKS SHEFFIELD ENGLAND

ESTABLISHED 1784

122 Wellington St. West TORONTO CANADA

New Coronation Knife

Special Design from our own Dies.

Made with Light Weight Aluminium Handles.

Also in Sterling Silver.



British made throughout.

We make a speciality of knives for advertising purposes.

Write for Price List.

Actual size, 3⅛ inches.

THOS. ELLIN & CO., Ltd.

CUTLERY MANUFACTURERS

SHEFFIELD, - - - ENGLAND



Every One Sold Sells Many More

Beyond Competition

It is no mere brag for us to say that the

"Kansas" Pruning Knife

(Improved)

is beyond competition. One glance at its improved construction, its positive action, its absolute freedom from all complicated parts, will convince any discerning dealer of its unique superiority. The "Kansas" takes off any branch, up to one and a quarter inches in diameter. No climbing or straining. To take a limb off near the trunk simply place the hook over the limb, pull on the handle, and the work is done. For snipping off outlying twigs, pull on the string instead of the handle. The "Kansas" is so much better, quicker, and more convenient than the next best that five or six trees can be trimmed with it while one is being done with any other knife made.

Consequently the "Kansas" is the BIG seller.

Write for Circulars and Trade Prices.

International Tool Co.

Cor. Porter and 4th St., Detroit, Mich.

TAYLOR-FORBES CO., Limited, Guelph, Ont., Canadian Manufacturers



That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY: INDIANAPOLIS IND.

E. C. ATKINS & CO.

HAMILTON ONT.

Your Customers may not Ask You where to Buy **WONDER-SHINE,** but---they are Buying it.

Ten of your Customers bought **WONDER-SHINE** last week.

Probably ten more will buy this week.

The immediate profits are not the question at issue. A small bill of staples MAY accompany the **WONDER-SHINE** purchase —larger bills will follow

WONDER-SHINE is the entering wedge—the first aid in landing a satisfied, permanent customer.

Is your competitor reaping the profits that MIGHT be yours?

We are spending thousands of dollars advertising this new silver cleaner---in the newspapers, magazines, street cars, and on the bill boards.



Every day we receive enquiries about **WONDER-SHINE** asking where it can be purchased.

Show your customers you sell it—keep a display box always in the window, and one always on the counter. Make every sale yours

Buy from your jobber or direct.

Case contains three dozen in display boxes.

Household Convenience Co., Ltd., Toronto, Ontario

Agents for Quebec and Maritime Provinces: Smith Hardware Co., 212 Lemoine St., Montreal

Agents for Manitoba and Saskatchewan: Daw & Wyssman Co , 67 Merchants Bank Bldg., Winnipeg

Agents for Alberta and British Columbia: Donnelly, Watson & Brown, Limited, Calgary, Alta.

C60

NAILPULLER INSURANCE

This Metal Bound Tag on each

New Jumbo Nailpuller

means
SATISFACTION to the User.
PROTECTION for the Dealer.
MORE SALES for the Jobber.

Get our complete Catalogue of
HARDWARE SPECIALTIES

The BRIDGEPORT HARDWARE Mfg. Corp.
Bridgeport, Conn., U.S.A.

THIS TOOL IS RIGIDLY TESTED & INSPECTED

GUARANTEE

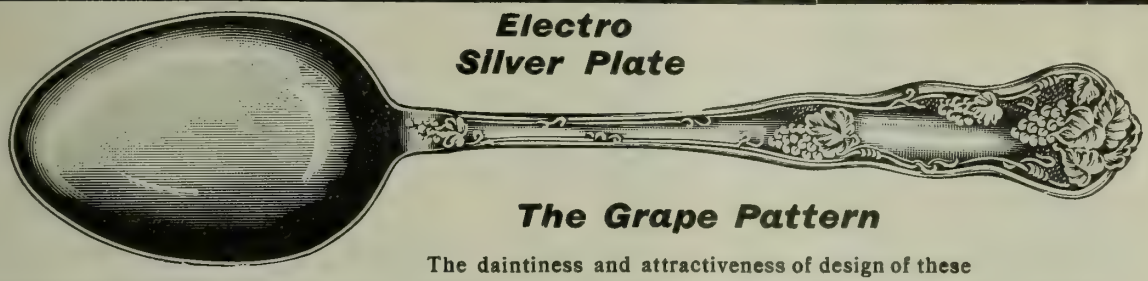
Should this puller fail to give good service on account of any defect either in workmanship or material, the dealer who sells it is authorized to replace it with a new tool FREE OF CHARGE.

The Bridgeport Hdw. Mfg. Corp.
BRIDGEPORT, CONN.
U. S. A.





Electro Silver Plate



The Grape Pattern

The daintiness and attractiveness of design of these spoons have made them prime favourites, and they will prove ready sellers for your Xmas Trade. Let us send you our Catalogue of the many artistic lines we manufacture. Every dealer is authorised to make good our guarantee.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Can.

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

Shake Hands With Us at Peterborough



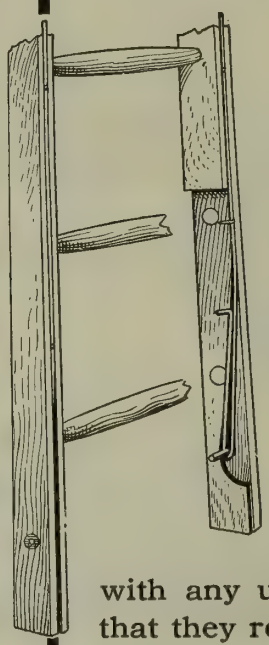
and let us tell you how you can make money by pushing

Preston Safe-Lock Shingles
Preston Steel Ceilings

and other Preston Metal Goods.

Metal Shingle & Siding Co.
LIMITED
PRESTON and MONTREAL

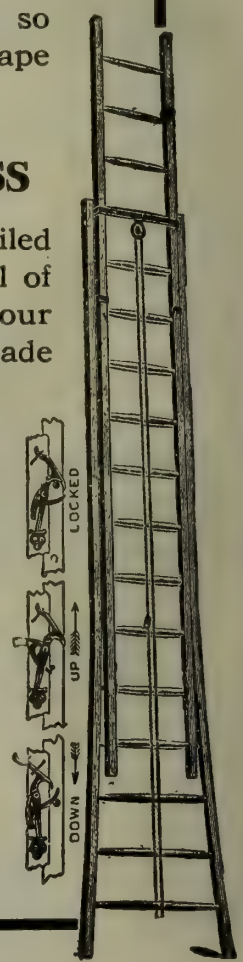
Roped Extension Ladders



From 20 ft. to 40 ft. in two sections, over 40 ft. in three sections. Looked at any way, you will find our line of Extension Ladders lead all others. They are made from selected yellow pine with rock elm rounds toughened by steaming. A special arrangement does away with any undue strain, so that they retain their shape under all conditions.

Our Wire Truss

Set in groove, not nailed (cut on left) is a marvel of strength. It enables our long ladders to be made with much lighter stock than would otherwise be possible. Readily converted into separate ladders. Here's a line that is always in demand.



Get our prices. We lead the field in the excellence of our ladder goods.

Write for our Catalogue "B"

The
Stratford Mfg. Co.
Limited
Stratford Ontario

BIRD
NEPONSET
PRODUCTS
TRADE MARK

MADE IN CANADA

Delegates to the Ontario Retail Hardware Association's Convention to be held at Peterboro', Ont.---February 21 to 24, are cordially invited to call at our

BOOTH Number 51

You will be heartily welcome.

F. W. BIRD & SON

ESTABLISHED 1795

HAMILTON, - - - ONTARIO

Makers of the celebrated NEPONSET PAROID Roofing, NEPONSET PROSLATE Roofing, NEPONSET RED ROPE Roofing, NEPONSET WATERPROOF BUILDING Paper, NEPONSET WATERDYKE Felt, NEPONSET FLORIAN SOUND DEADENING Felt, NEPONSET INSULATING Papers, NEPONSET PAINTS.

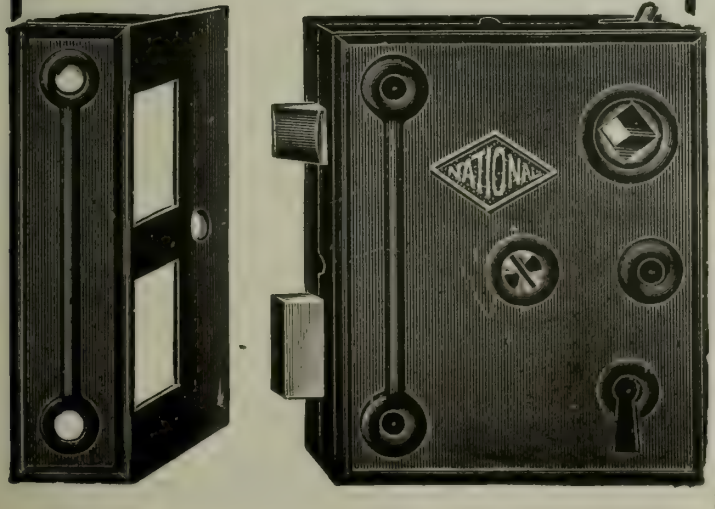
The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA



Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N. B., February 8th, 1909

J.W. Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

Yours truly,
J. E. Wilson, Limited

Write us for terms

The J. W. Harris Mfg. Co., Ltd.
General Contractors and Manufacturers
Montreal

DOMINION TRACKS



are familiar to every merchant as moose tracks are to the experienced hunter.



We have blazed the trail so thoroughly that it is easy to follow.

If you have been on the wrong trail, come with us this year and we will guarantee results. You will find innumerable signs of Dominion in every part of the country. The assistance of our shooters and salesmen is at your service.





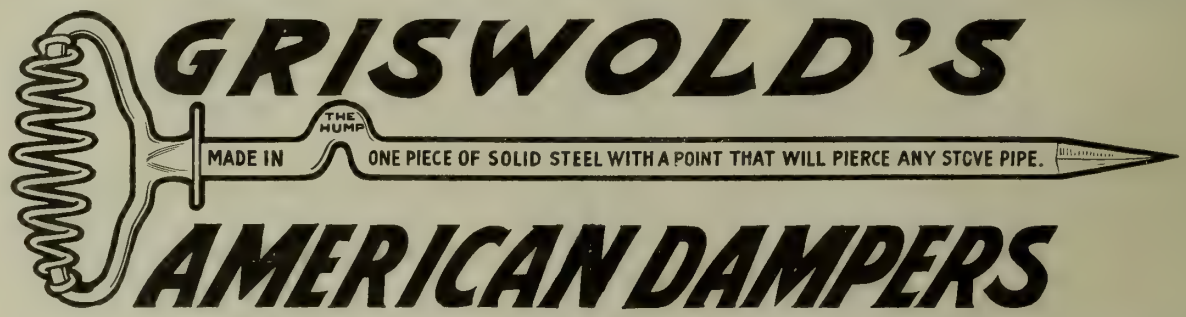


The prospects for 1911 are very bright.

SPECIFY DOMINION.

Dominion Cartridge Company, Limited
MONTREAL, CANADA

GRISWOLD'S



AMERICAN DAMPERS

Are now fitted with a NON-BREAKABLE one-piece STEEL SPINDLE. A long *Sharp point* which will pierce a hole in any stovepipe. The spindle is *securely* fastened in the cast iron plate by the "HUMP" which drops back into a notch in the plate by turning either to the *right* or *left*.

The Greatest Improvement in Dampers since our First Invention of American Dampers.

WRITE AT ONCE FOR LATEST PRICES AND TERMS.

The Griswold Mfg. Co., Erie, Pa., U.S.A.

The Call to Peterboro'

Elaborate Preparations Have Been Made to Entertain Visiting Delegates—Best Convention in Association's History is Assured—Notes on Peterboro's Attractions—Every Ontario Dealer Should Attend.

Throughout Ontario, hardware dealers are hearing the call of Peterboro, and are making up their mind to take in the annual convention of the Ontario Retail Hardware and Stove Dealers' Association next week. It is a practical certainty that when President Cinnamon lifts his gavel to call the convention to order, he will face the greatest gathering that has been held in the history of the association.



The Peterboro Armories, Which Will be the scene of the Convention Sessions, and Hardware Exhibition.

The City of the Otonabee will do herself proud in entertaining the visiting hardwaremen, and her reputation for hospitality will be spread all over the Province, in another week. The City Council has appointed a most efficient Reception Committee with an ex-hardwareman, Ald. Phelan, at its head. This means that the delegates will be made to feel at home from the moment that they step from the train.

Cards have been prepared, in Peterborough, containing a map of the business section of the city, locating the depots, hotels, public buildings, armories, hardware stores and hardware factories. These will enable delegates to find their bearings at once.

TRAIN SERVICE.

For the convenience of readers who purpose attending the convention, we give this brief summary of the train service in and out of Peterboro, from and to convenient points:

To Peterboro From the West.

G. T. R. via Blackwater:
Leave Toronto 7.50 a.m., 5 p.m., and 7.05 p.m., arriving Peterboro 11.45 a.m., 9.05 p.m., and 10.15 p.m.
G. T. R. via Port Hope:
Leave Toronto 1.50 p.m., arriving at Peterboro 5.35 p.m.
C. P. R.:
Leaving Toronto 9.02 a.m., 5.00 p.m., and 10.30 p.m., arriving Peterboro 11.28 a.m., 7.47 p.m. and 1.01 a.m.

To Peterboro From the East.

G. T. R. trains leave Belleville at 5.20 a.m., 1.50 p.m. and 6.00 p.m., arriving Peterboro at 8.10 a.m., 5.35 p.m. and 8.55 p.m.

C. P. R. trains leave Ottawa 10.55 a.m. and 11.20 p.m., arriving Peterboro 4.38 p.m. and 5.26 a.m.

To Peterboro From the North.

G. T. R. trains leave Orillia 7.50 a.m. and 4.40 p.m., arriving Peterboro at 11.40 a.m. and 9.00 p.m.

Trains Leave Peterboro as Follows.

G. T. R. to Toronto via Blackwater:
Leave Peterboro at 7.10 a.m., 8.30 a.m. and 5.35 p.m., arriving Toronto at 10.25 a.m., 12.10 p.m. and 9.20 p.m.
G. T. R. to Toronto via Port Hope:
Leave Peterboro 11.45 a.m., arriving Toronto 3.35 p.m.

G. T. R. to Belleville and Eastern Points.

Trains leave Peterboro 8.30 a.m. and 1.40 p.m., arriving Belleville 11.10 a.m. and 4.25 p.m.

C. P. R. to Toronto.

Trains leave Peterboro 5.26 a.m., 7.12 a.m. and 4.38 p.m., arriving Toronto 7.35 a.m., 10.20 a.m. and 6.55 p.m.

C. P. R. to Ottawa.

Trains leave Peterboro 11.28 a.m. and 12.10 a.m., arriving Ottawa 5.00 p.m. and 6.50 a.m.

Getting Together on the Train.

J. B. Ferguson of West Lorne, writes Hardware and Metal, suggesting that some means should be adopted of getting the Western Ontario delegates together at Toronto, so that they might make the balance of the trip together.

The idea is a good one, and something should be done to work it out for the next convention. Unfortunately, however, it is too late now to organize such a gathering for the Peterboro convention.

But Hardware and Metal has a suggestion to make, which should work out almost as well. It is, that every delegate should bring along his copy of this week's Hardware and Metal, carrying it in his outside overcoat pocket. The distinctive cover of Hardware and Metal will easily be recognized by everyone in the trade, and every delegate who carries it, will immediately warm up to everyone else whom he can identify in this way.

Those members who already have their membership buttons, should wear them prominently in their overcoat lapels, as this will be another mark of identification, which will help them to make friends with each other, even before they arrive at Peterboro.

Hotel Accommodation.

There are several fine hotels in Peterboro, and, as they have accommodated several large conventions in the past, it is expected that the hardwaremen will be well looked after. It would be well, however, not to take any chances for, if the crowd should be larger than anticipated, a great many delegates may be kept on the anxious seat for several hours, before knowing just how they will be put up. The best thing to do, would be to wire or write immediately for a room. The hotels offering accommodation are as follows: Oriental, 200 rooms, $2.00; National, 150, $2.00; White, 40, $1.50; Snowden, 30, $1.50; Grand, 40, $1.50; Albion, 50, $1.50; Maple Leaf, 30,



Rotunda of Oriental Hotel, Convention Headquarters.

$1.50, Montgomery, 20, $1.25; Royal, 12, $1.00; Windsor, American, King George, Munro and Crown, 10 each, $1.00 per day.

Exhibition Programme.

The executive have laid out four days of instruction and pleasure, which will repay dealers who make the trip from the most remote corners of the Province. A great variety of important matters will be discussed at the convention meetings, while the exhibition in the Armories, and the various social features, will serve to keep things on the move, so that there will not be a dull minute from Tuesday morning to Friday afternoon. The daily features of the convention will be as follows:

Tuesday:
9 to 12 a.m.—Exhibition in Armories, open.
Visits to manufacturing plants.
1.30 to 4.30 p.m.—Convention meeting in band room of armories.
4.30 p.m.—"Travelers' Hour" and discussion on "Methods of Salesmanship."
Evening.—Band concert in Exhibition Hall.

Wednesday:
9 to 12 a.m.—Exhibition in Armories, open.
Visits to manufacturing Peterboro plants.
1.30 to 4.30 p.m.—Convention meeting.
Evening.—Question box discussion in Collegiate Institute Hall.
Band concert in Exhibition Hall. Exhibition open to general public.

Thursday:
9 to 12 a.m.—Exhibition in Armories, open.
Visits to Peterboro manufacturing plants.
1.30 to 4.30 p.m.—Convention meeting.
Evening.—Social evening in Collegiate Institute Hall. Address on "Price Maintenance," by Wm. Maxwell, Fitchburg, Mass. Program of entertainment by Harry Bennett, Toronto, Glidden's Orchestra, etc. Buffet luncheon during the evening.

Friday—Morning, Convention Session.

Window Competitions.

After consulting with the hardware and stove dealers of Peterboro, the executive have arranged window competitions which will be a splendid educative feature of the convention. The competitions will be open to any hardware merchant or clerk, and prizes will be given for the best windows displaying hardware, stoves and paints.

Prizes for these competitions are offered by the Association as follows:

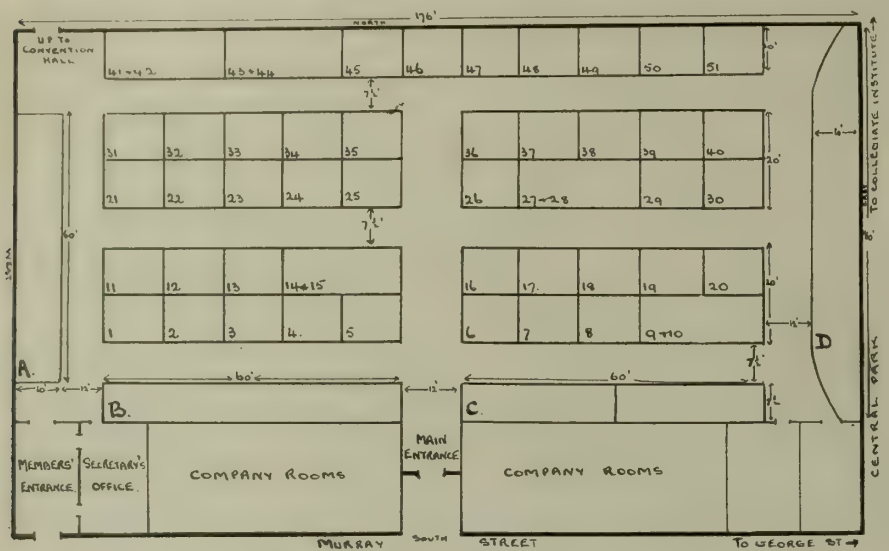
I.—Hardware Window, made up of mechanics' tools, builders' hardware or similar goods.
First Prize, $10 in cash.
Second Prize, $5 in cash.
Judging to take place by 6 p.m., Tuesday.

II.—Paint and Brush Window.
First Prize, $10.
Second Prize, $5.
To be judged by 6 p.m., Wednesday.

Stove and Housefurnishing Goods Display.
First Prize, $10 in cash.
Second Prize, $5 in cash.
To be judged by 6 p.m., Tuesday afternoon.

The judges in these competitions will be: Geo. Matthewson, Toronto; Milton Adams, Picton; F. W. Otton, Barrie; G. A. Burns, Newmarket; C. R. Bailes, Oshawa; S. B. McClung, Trenton; J. W. Zavitz, Wallaceburg.

The Peterboro hardware stores have been kind enough to place their windows at the disposal of outside hardwaremen or clerks, who desire to enter the competition.



Floor Plain of Exhibition.

Descrpition of the Armories.

The Armories at Peterboro, furnish an ideal building for the holding of a large convention. The situation, fronting a very handsome public square, is splendid, especially as the fine Collegiate Institute is adjoining, and the new Public Library is across the square.

The large hall in the armories, 176 feet by 80 feet, has been fitted up for the exhibition booths, each of which will have a frontage of 12 feet, and a depth of 10 feet. Over sixty exhibitors have been accommodated with booths and the result will be the greatest exhibition of hardware ever brought together in this country.

A uniform scheme was adopted by the Executive Committee for the entire Exhibition Hall. The booths are uniform-


View of George Street from Charlotte. This is Peterboro's Main Business St.

ly constructed of frame work, walled in with white bunting to a height at the back of six feet, a sign 18 inches in height being placed above this. The booths are left open in front, and the side walls will be 36 inches, from the floor to the railing.

The Exhibition Hall will be open every morning from 9 to 12 o'clock, but will be closed during the sessions in the afternoon. The convention meetings close at 4.30, and the Exhibition Hall will then be open until 5.30 p.m., except on Tuesday, when it will be closed all the afternoon. This is on account of the convention, at this time, being open to travelers, manufacturers and others, who are invited to assist in making "Travelers' Hour" a success, by taking part in the discussion on "Methods of Salesmanship."

The firms who will exhibit at the convention, with the number of booth they will occupy, are:

LIST OF EXHIBITORS.

(A) Goldie & McCulloch, Galt.
Shurly & Deitrich, Galt.
Allan Hills Edge Tool Co., Galt.
Galt Art Metal Co., Galt.
R. McDougall Co., Galt.
(B) Taylor Forbes Co., Guelph.
(C) Dominion Cartridge Co., Montreal.
Lewis Bros., Montreal.
(D) Rapid Tool Co., Peterboro.
Peterboro Lock Mfg. Co., Peterboro.
Lundy Shovel & Tool Co., Peterboro.
J. J. Turner & Sons & Co., Peterboro.
B. F. Ackerman, Son & Co., Peterboro.
Peterboro Canoe Co., Peterboro.
Adam Hall (stoves) Peterboro.
1 Metallic Roofing Co., Toronto.
2 Steel Trough & Machine Co., Tweed.
3 Boeckh Bros., Toronto.
4 Asbestos Sad Iron Co., Canal Dover, Ohio.
5 International Varnish Co., Toronto.
6 Canada Paint Co., Montreal.
7 James Robertson Co., Toronto.
8 Dunlop Tire & Rubber Goods Co., Toronto.
9 and 10 D. Maxwell & Son, St. Marys.
11 Standard Paint Co. of Canada, Montreal.
12 International Distributing Co., Montreal.
13 Pratt & Lambert, Bridgeburg.
14 and 15 Moffatt Stove Co., Weston.
16 Gendron Mfg. Co., Toronto.
17 J. H. Connor & Son, Ottawa.
18 D. J. Barker & Co., Picton.
19 N. B. Misener, Toronto.
20 Supreme Heating Co., Welland.
21 Pittsburg Perfect Fence Co., Hamilton.
22 Canada Cycle & Motor Co., Toronto.
23 Clare Bros., Preston.
24 Onward Mfg. Co., Berlin.
25 Gillette Safety Razor Co., Montreal.
26 Lufkin Rule Co., Windsor.
27 and 28 McClary Mfg. Co., London.
29 Ferrosteel Co., Bridgeburg.
30 D. Moore Co., Hamilton.
31 Brantford Roofing Co., Brantford.
32 Tobin Arms Co., Woodstock.
33 Dominion Register Co., Toronto.
34 E. F. Walter & Co., Montreal.
35 Carborundum Co., Niagara Falls, N.Y.
36 Cummer-Dowswell Co., Hamilton.
37 Glidden Varnish Co., Toronto.
38 Queen City Oil Co., Toronto.
39 Hall Zryd Foundry Co., Grimsby.
40 Imperial Varnish Co., Toronto.
41 and 42 Oneida Community Ltd., Oneida, N.Y.
43 and 44 S. F. Bowser & Co., Toronto.
45 Northern Aluminum Co., Toronto.
46 Brandram-Henderson Co., Montreal.
46 Pinchin, Johnston & Co., Toronto.
48 Gutta Percha & Rubber Co., Toronto
49 Benj. Moore & Co., West Toronto.
50 Metal Shingle & Siding Co., Preston.
51 F. W. Bird & Son, Hamilton.

Special Spaces have also been taken by: Ohio Varnish Co., Cleveland; Pike Mfg. Co., Pike, N.H.; Page Wire Fence Co.; Regina Vacuum Cleaners; Universal Vacuum Cleaner Co., Montreal; H. W. Johns-Manville Co., Toronto.

In addition to the Exhibition Hall, there will be a room for the secretary and treasurer's office, and a meeting hall upstairs, where the regular sessions of convention will be held.

The fact that the large Collegiate Institute is so near, is very convenient for the purposes of the association, as the special gatherings, such as the question box discussion and the social evening, will be held at the Collegiate Assembly Hall.



Mammoth Plant of Quaker Oats Co

Peterboro's Attractiveness.

The illustrations published in this issue, will give some indication of Peterboro's size and attractiveness. It is a city of fine homes and handsome avenues but it also possesses a considerable commercial importance. To the west and south, lies a splendid agricultural district, which naturally looks to Peterboro as its market town. The result is, that Peterboro enjoys a splendid country trade, and some of its retail stores are worthy of much larger cities. In the summer, Peterboro is the Mecca for thousands of pleasure seekers owing to the splendid watering places in the vicinity.

As a manufacturing centre, Peterboro stands high, and it will be a treat for the delegates to visit some of the large plants in operation. Several of them are of direct interest to the hardware trade, while others, such as the Quaker Oats Co., on account of their size, should prove of great educational value.

Free Advice on Business Methods.

It is announced that F. C. Lariviere of Montreal, who is an honorary life member of the association, will be present to give free consultation to members, on matters relating to store management, bookkeeping system and hardware business methods generally.

Mr. Lariviere has built up one of the largest and finest hardware establishments in Canada, his store on St. Lawrence street, Montreal, being a model one in respect to interior and exterior arrangement. He has made a close study of business systems, which he has reduced to a regular science. Delegates should bring along their problems and take advantage of Mr. Lariviere's presence at the convention.

QUESTION BOX DISCUSSION.

One of the brighest features of all the conventions yet held by the Ontario Retail Hardware and Stove Dealers' Association, has been the Question Box Discussion. Subjects of a varied nature, but all related to the hardware and stove trades, have been taken up at these discussions, and thoroughly threshed out by experienced hardwaremen.

At the Peterboro convention, Wednesday evening has been set aside for the Question Box Discussion, which will be held in the Collegiate Institute Hall. It will be in charge of a committee headed by Wm. Magladery, of Magladery Bros., New Liskeard. The other members of the Committee are: A. R. Dundas, Cobourg; C. F. R. Taylor, Carleton Place; Ed. Wanless, Chatham; Geo. W. Ecclestone Bracebridge; and W. J. McMurtry, Galt.

Every dealer who visits the convention, should come down loaded with questions for this discussion, relating to problems which he has encountered in his business. No doubt there will be men there who have met and solved the same problem, in some other part of the province.

WARNING AWAY THE TRAVELERS.

After consulting with the Peterborough hotel keepers, with a view to reserving as much accommodation as possible, for the convention delegates, the Ontario Retail Hardware and Stove Dealers' Association have issued a card which is being posted in hotels all over Ontario. The traveler, as a rule, is inclined to consult his personal comfort, in laying out his route, so that this notice should have the desired effect:



Plant of B. F. Ackerman, Son & Co.

"Travelers who can do so are requested to

KEEP AWAY FROM PETERBORO

during the big

RETAIL HARDWARE CONVENTION,

February 20th to 24th, 1911.

All hotels will be crowded, and it will be difficult to secure good accommodation and satisfactory service."



Peterboro's Famous Lift-Lock on the Trent Valley Canal.

The Question of Mutual Fire Insurance

One of the Most Important Matters That Have Come Before the Association—A Committee Has Been Persistently Trying to Secure Incorporation of a Hardware Mutual—Latest Developments are More Hopeful—A Resume of the Question from the Organization of the Ontario Retail Hardware and Stove Dealers' Association.

One of the hardest worked committees of the Association, has been that appointed to investigate the subject of Mutual Fire Insurance. This matter came before the association in the early days of its existence, and, immediately, its importance was recognized. A strong committee was appointed to prepare a report upon the feasibility of a Mutual Fire Insurance Co. to be organized in connection with the Ontario Retail Hardware and Stove Dealers' Association.

At the second convention of the Association, held in Toronto, Sept. 4 and 5, 1906, a report was brought in by J. Walton Peart, of St. Marys, convenor of the committee, giving information upon the subject which the committee had gleaned after wide investigation.

The report showed, first of all, that a serious snag had been encountered, in the statutes of the Province of Ontario, which seemed to have been compiled in the interests of the old line companies. It was shown that it would be impossible to organize such a company without special legislation being put through the Ontario House. Even then, a considerable cash deposit would be required, and a great amount of risk would be involved, by those who made the necessary deposit, and guaranteed to obtain the charter.

However, investigation had shown that the idea had been tried out with great success by the State Associations in Nebraska, Wisconsin, Iowa, Minnesota and other parts of the United States, and from the results obtained by these associations, it was evident that a purely hardware mutual fire insurance company, if the legal difficulties were removed, could be carried on to the great advantage of association members.

It is ordinarily supposed that a hardware store is a rather poor risk, but the committee's investigations proved that this was not actually the case. The conclusion was therefore inevitable that, in paying premiums to old line companies, hardware merchants were helping to support insurance on risks which were much less satisfactory than the regular hardware store.

The experience of a large number of American Hardware Mutual Companies, had demonstrated that a hardware risk was really to be considered of preferred quality for several reasons, chief of which were:

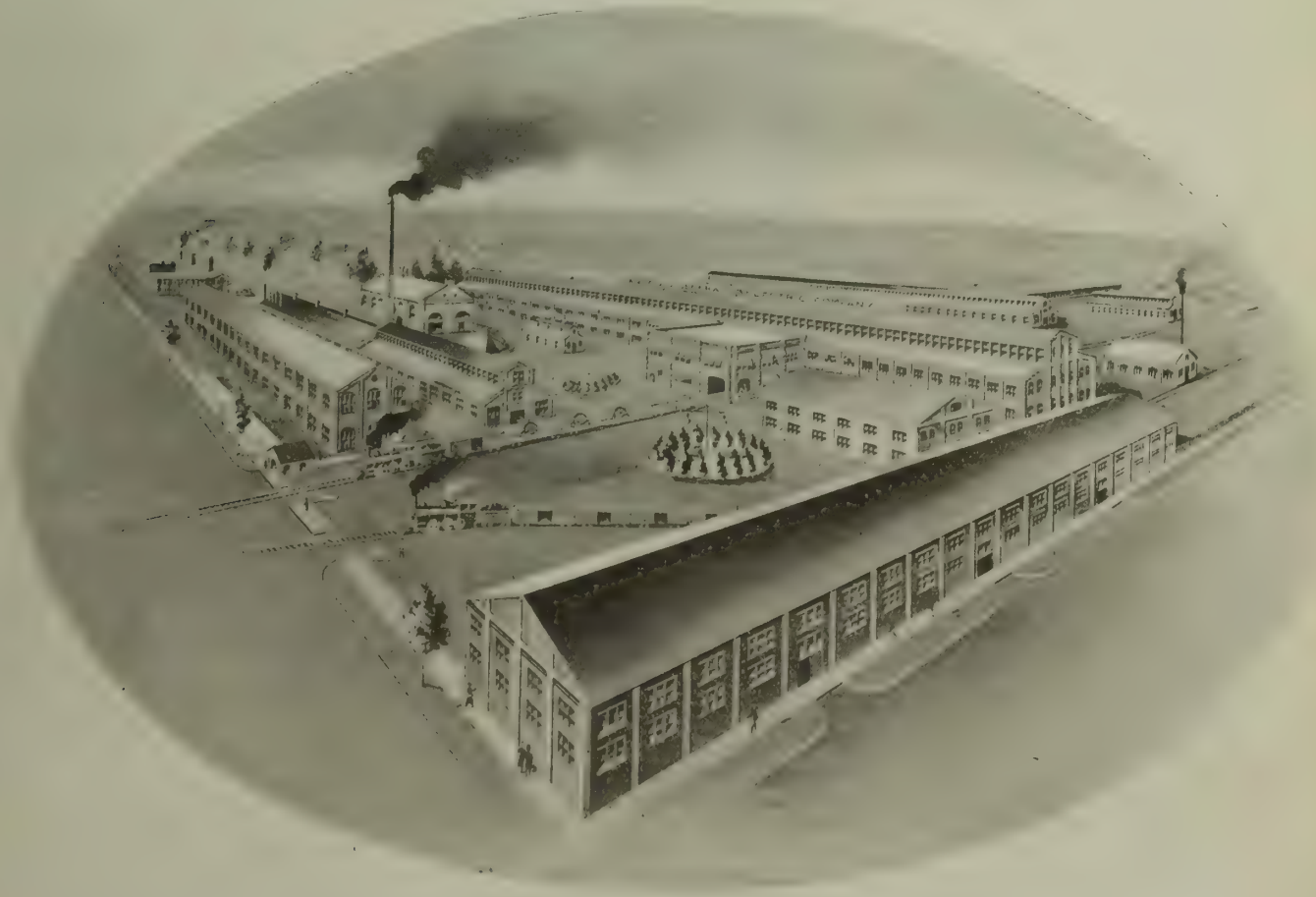
1. Where usual care is taken in the storage and handling of oils, hardware stores are considered a preferred risk.

2. The risks are isolated, few hardware stores being so close together as to endanger one from a fire in the other.

It was felt that, on account of mutual companies having no agents, commisions or expenses, considerable rebates could be made to members on premiums paid.

After listening to the committee's report, the association adopted the following resolution:

"That the Mutual Fire Insurance committee prepare a further report before the next annual meeting, the said



Plant of Canadian General Electric Company.

report to include definite information with respect to the legality of the proposed insurance organization, and the terms and conditions under which we may organize. Also, to report whether a mutual insurance organization within our association, would be deemed prefcrable to an arrangement with existing companies, to handle our insurance on a peferential basis."

The last clause in the resolution was prompted by a suggestion made by F. C. Lariviere of Montreal, who was present. His proposal was to offer to some existing company, the handling of all hardware risks to a limit of $10,000 each. The secretary of the association should act as agent, thereby obtaining a rebate for the association of 20 per cent., without any mutual liability.

The Report in 1907

Pursuing their investigation in accordance with these instructions, J. W. Peart, on behalf of the committee, was able to give a much more definite report in 1907.

Legal advice had been taken, and the conclusion was that, under existing laws, a hardware mutual fire insurance company could not be organized. The law required that a joint stock company be formed with a subscribed capital of $300,000, of which 10 per cent. must be paid up before obtaining a charter.

As regards the suggestion that all the hardware insurance be placed with one company on a preferential basis, a number of prominent fire insurance companies had been consulted, but they were all opposed to making any such arrangement, claiming that it would not be fair to their local agents.

In conclusion, the committee suggested that a new mutual insurance committee be appointed; that the trade be requested to join the asociation and increase its members to such an extent that a joint stock company could be organized. With a membership of 500 or 600, this would be possible.

Progress Reported in 1908.

At the annual convention held in Toronto in 1908, J. W. Peart again reported for the Mutual Fire Insurance committee, reviewing the subject carefully, from the time that it was first mooted. Interesting statistics were advanced, to show the comparatively small fire losses sustained by mutual companies as against stock companies. The case of the Western Canada Lumbermen's Association was especially noted to show the success of the idea.

An important announcement was made, that a proposal had been submitted by a firm of insurance brokers, to handle the insurance of the association on a profit-sharing plan.

The report was summed up by presenting for the consideration of the association, the following:

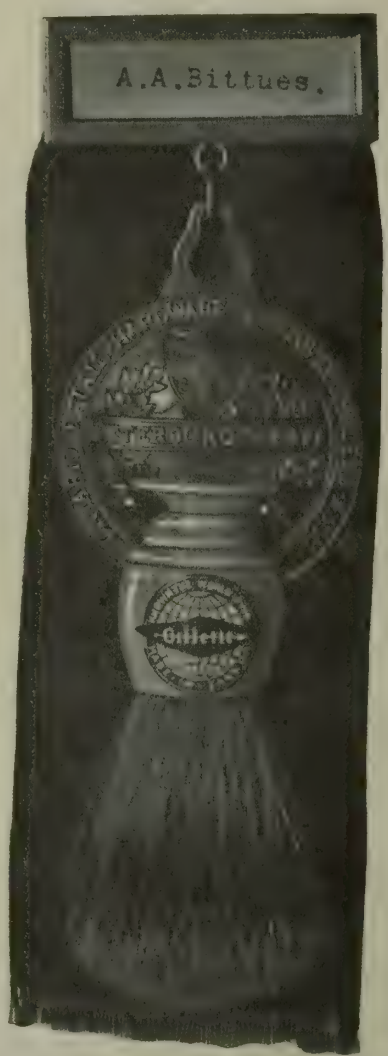
First: An arrangement with a stock company doing a business through local agents, seems impossible.

Second: A mutual insurance organization is not possible under existing laws, and it is for you to determine whether you deem it of sufficient importance and of sufficient advantage to warrant our applying for an amendment to the present statutes.

Third: Shall your committee continue negotiations with the firm of brokers referred to, and, providing we are assured of their financial responsibility, would the members agree to place their insurance on the basis mentioned?

At the Hamilton Convention.

When the association convened at Hamilton, in 1909, the Mutual Insurance committee reported that they had investigated the broker's proposition mentioned at the previous convention, and



The Convention Badge.

Presented by Gillette Safety Razor Co., Montreal.

were not favorably impressed with it. They had also received an offer from the Wisconsin Retail Hardware Mutual Fire Insurance Co., that the secretary of the association act as their agent in Ontario, insurance to be accepted at regular tariff rates, and a rebate of from 40 to 50 per cent. of the premium to be paid each insurer through the secretary. However, legal advice had been taken, and it was found to be illegal for anyone to act as agent for, or in any way assist a foreign Mutual Fire Insurance Co.

It was recommended that the executive should ask G. C. Wilson, M.P.P., Dundas, to introduce an amendment to the Ontario Insurance Act, in the Ontario Legislature, making it possible for the association to organize a Mutual Fire Insurance Co., along the same lines as the successful hardware mutual companies in the United States.

Considered Fully at London Convention.

At the London convention in 1910, J. W. Peart once more presented the report of the Mutual Fire Insurance Committee which was a most exhaustive one. Correspondence had been carried on with J. Howard Hunter, inspector of insurance for Ontario, the letters to and from him being read in full. He was opposed to the scheme, and while side-stepping the principal arguments of the committee, he held out no hope for the incorporation of a hardware mutual company.

Following the suggestion made at the last convention the matter had been taken up with G. C. Wilson, M.P.P., Dundas, but it had been found impossible to prepare legislation for presentation during the session of the legislature.

It was recommended that a small special committee be appointed to continue investigation along the line of Mutual Fire Insurance, and to conduct a vigorous campaign for the amendment of the insurance laws of Ontario, to permit of the association forming such an organization.

The Mutual Fire Insurance committee chosen at this convention was composed of: D. Brocklebank, Arthur; A. Ballantyne, Brantford and J. W. Peart, St. Marys.

Later Developments.

Since the London convention, J. Walton Peart, who had done so much hard and effective work as convenor of the Mutual Fire Insurance committee, has removed to Regina, where he has become a member of the wholesale firm of Peart Bros. His work on the committee has been taken up by D. Brocklebank, of Arthur, who has been closely connected with the mutual insurance idea ever since the inception of the association.

The committee have finally got into direct touch with the Attorney-General's Department, and a letter recently received from Attorney-General Foy, stated that the Ontario Statutes are being revised, and that the amendments suggested by the association, will shortly come up for the consideration of the authorities.

The convention at Peterboro has been uppermost in the minds of hardwaremen for some time. It is asserted that it has figured in their dreams as well.

Topics For Convention Discussions

Questions of Great Moment to the Trade Reviewed—Catalogue House Competition, Re-sale Prices, Parcels Post Described—Summary of What Previous Conventions Have Done.

Re-sale Prices.

The re-sale price problem is one uppermost in the hardware world at the present moment. It affects all branches of the trade—the manufacturer, the jobber and the retailer. Undoubtedly the tendency to fix re-sale prices is becoming more general on the part of manufacturers and the question is therefore one of vital moment.

Many firms are fixing the figure at which jobbers can sell to the dealers and also the price at which the dealers can sell to the public. In this way, the system absolutely eliminates the price-cutter; and, in that respect, is an unqualified benefit all around. Too often jobbers and retailers are ready to cut the price on certain lines in order to outsell competition. By so doing, they make the goods unprofitable to handle and are prone to loose interest in them. Consequently they injure the maker as well as themselves. It also happens frequently that the expenses incurred in shipping, business maintenance, etc., are underestimated by the too eager salesman and an insufficient price asked. The manufacturer, who fixes a re-sale price, goes into this problem carefully and sets the price sufficiently high to give a fair profit without making the price so high that public demand will fall off. Another benefit which the re-sale price entails is that the catalogue house cannot offer goods affected at a lower price.

On the other hand, the question of freightage rates crops up. It is necessary to fix the re-sale price differently for different sections, in order to cover the difference in freight charges. A difficulty arises here in that a dividing line must be fixed and consequently dealers in close proximity to one another often have different prices to maintain, which works to the distinct detriment of those who are forced to charge the higher price.

Although the practice has been confined to American firms heretofore, goods are sold in Canada in large bulk on which re-sales prices are fixed and the problem is one in which a deep interest is taken in this country.

Parcels Post.

A parcel post law is one of the "bogies" of the retail trade. To the retailer it appears as an ever impending danger, threatening to put the mail order house in a position to completely worst the small town dealer. It is, in fact, a commercial sword of Damocles, suspended over the head of the merchant by a slender cord, to prevent the snapping of which never ceasing vigilance is required.

The danger was first felt in Canada in 1907 when Hon. August Lemieux, Postmaster-General, introduced a bill to establish parcel post. The announcement was the signal for retail associations to gird on their armor. Spurred on by the MacLean trade newspapers, the retail merchants, particularly in the hardware, dry goods and grocery trades, began to swamp the Postmaster-General's department with protests. At the same time, the MacLean newspapers waged spirited warfare on the proposal. So united was the front presented by the retailers and so aggressive their opposition, that Hon. Mr. Lemiux gave up the project. He threatened to reintroduce the measure, however, adding: "At present, we are fighting against wind mills."

The threatened reintroduction of the measure has never taken place in Canada, but in the United States there is at the present time a certain element which does not hesitate to lay lance in rest and "tilt" against the windmills. But, like Don Quixote, these mail order knight errants, are liable to be unhorsed. A storm of protest has been heard from one end of the country to the other and the unqualified denunciation of the home trader is being loudly voiced at Washington. It is problematical whether or not the proposals will be carried any farther. So far, Canada has regarded the agitation on the other side of the border passively, but there is every evidence that any attempt to introduce the measure here would meet with prompt and vigorous opposition.



D. CINNAMON, LINDSAY,
Wielding the Sceptre as President.

At the time of the big fight in 1907, the retail hardwaremen passed the following resolution:

> "We are also of the opinion that the parcel post law is detrimental to small towns and destructive to country life and we firmly believe we should stand united on this question and use every effort to check any further steps in this regard."

No doubt the retail hardware dealer is still of the same opinion and prepared to strongly oppose any steps in that direction.

Mail Order Buying.

The opposition of the mail order house in Canada is being felt more and more by the retail merchant. As transportation facilities improve, the catalogue houses are able to more readily sell to people living in towns and country districts. They are covering the field more thoroughly and sending out an enormous quantity of goods. In the hardware trade this opposition is felt less than in other lines, but even the hardwareman now finds himself in a position where it is necessary "to sit up and take notice." The mail order house is a growing menace.

Many and various have been the measures proposed, and tried, to offset catalogue buying. The most radical was the formation in 1907 of a corporation known as Merchants Limited, by the retailers of Cartwright, Man. Their idea was to organize on a basis where it would be possible to buy cheaper and thus sell as advantageously as the mail order house. The concern was organized with a capital of $50,000, but did not prove a lasting success. The suspicions of the public, aroused by the suggestion of a combine, led to even more mail order buying than ever and the project was abandoned.

The truth of the matter is that the remedy lies with the individual merchant and not in any form of concerted action. By the adoption of progressive methods, the merchant can eliminate catalogue buying. He has, to begin with advantages over the mail order house, and by using them, can keep the upper hand. The fact that a mail order is made from an illustration and not from personal inspection, that the purchaser arranges and pays for cartage, that cash must be paid and that a certain delay must necessarily elapse, are all arguments which tell against the catalogue house.

Representatives of Hardware and Metal have found that mail order buying of hardware goods, flourishes in towns or communities where the hardware stores are not up to the mark. Where the stores are dingy and unattractive, where incomplete stocks are carried and poor salesmanship prevails, where advertising is either entirely neglected or conducted on an obsolete system; in such places, the opposition of the mail order house is only too apparent. On the other hand, in towns where the hardwaremen are up-to-date in their stores and methods and progressive enough to work for trade, the catalogue buyer is a rarity. It rests with the dealer himself. If he meets the mail order house on its own ground, he has sufficient advantages on his side to insure victory.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - - 511 Union Bank Building. Phone 3726
Vancouver, B.C. - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

THE CONVENTION SPIRIT.

Those who have attended previous conventions of the Ontario Retail Hardware and Stove Dealers' Association, do not need to be told that a spirit of good fellowship and harmony dominates the proceedings from first to last. And it is something more than that, for there is also added a healthy enthusiasm and love for his business, that sends the delegate home full of hope and courage for the next year's work. It is distinctly the hardware convention spirit.

Instances are on record of hardware dealers from the same town who have believed themselves to be bitter opponents in business, coming down to the convention, and, after assimilating the spirit of harmony and co-operation, going back to their towns good friends for life. After their thoroughly understanding each other, it was no longer possible for customers to hoodwink any of them by telling stories of the wonderful bargains they could get down the street.

Of course, the convention spirit does not mean the doing away with healthy competition. It rather encourages it, and hardwaremen all go home from the convention, with new ideas which will help them to put their own business and in fact the hardware trade of their towns and districts, on a higher plane.

For that is what healthy competition means, the development, not only of an individual business, but of a whole group. As an instance of this point, consider the manner in which the razor business, in general, has developed within the past few years. A superficial observer would be likely to say that, if there is any virtue in advertising, the extensive campaigns which have been carried on by safety razor concerns, would have driven the old style razors out of business. But the facts do not bear this out. It is found that more men are shaving themselves to-day than ever before. They have been persuaded to do so by safety razor advertising, but they do not all buy safety razors. Prominent importers of standard razors assure us that the healthy competition of safety razors has been of much benefit to them. Their sales have greatly increased during the past few years. And yet nobody will deny that the safety razor firms have derived profit from their good advertising.

And so it is with the retail trade. If one hardwareman in a town spruces up with a new store front, his competitors gradually follow suit. The adoption of better methods or better facilities is a good thing for them all, as it induces larger buying of hardware in general, and everybody in the trade profits in consequence.

Healthy competition is not related to the cut-throat competition which is still common among the dealers of some towns. Every dealer who suffers from unfair competition should come to Peterboro, imbibe the convention spirit, and go home fortified to bring about, instead, the healthy competition which means bigger business.

DON'T LET THINGS DRAG.

One common fault with conventions of all descriptions is that there is a tendency to permit long-winded speeches, which are a drag upon the proceedings. There is also, at times, a disposition to introduce tedious waits between the different items which are to come up for discussion.

In this, as in other things, the Peterboro convention should break all records. The Executive Committee of the Association have been working on the convention for several months past, and they have a carefully-prepared programme. They should have every chance to put things through with a swing, so that the convention proceedings will be a tonic to the delegates. Social attractions at the convention will be numerous, and, if full attendances at the sessions are desired, every effort should be put forth to keep things from dragging.

Especially is this the case in the Question Box discussion. Undeniably the Question Box is one of the most valuable features of the convention when conducted with spirit. The danger is, that a lot of time can so easily be frittered away in discussing questions of comparatively small importance, so that, in approaching the close some really vital matters must be passed over perfunctorily.

A good way to ensure interesting gingery question box discussion, is to limit all speeches to one minute. Anyone can boil down his thoughts on the different questions which will be asked, so that he can express them in one minute. Let all the speakers be brief, and the success of the Question Box will be greatly enhanced.

THE PRICE OF LINSEED OIL.

The price of linseed oil has now reached to such proportions that the situation is viewed on all sides with some alarm. The increased cost of so important an ingredient in the making of paint is suggestive of increases in the ready-mixed article, and consequently, cannot be regarded as a welcome development.

The price of linseed is due, primarily, to the unusual shortage in the flaxseed crop. As the supply from each country has in turn developed a shortage, the cost of the oil has gradually mounted until to-day it has reached an unprecedented mark. That manipulation somewhere is responsible for the advance, is the view taken by some, but it is hard to see what definite grounds there are for such an assertion. Certainly, on the Canadian markets, there has been no manipulation, each advance having been made with marked hesitancy, only after conditions outside had necessitated the move.

As a further complication, one prominent Canadian paint manufacturer suggests that the proposed reduction of flaxseed to the free list may result in advancing the price of linseed oil. Others combat the idea, contending that the reduction would be so small that it would have little or no effect on the market. With matters standing as at present, however, the quetsion is worth some consideration.

INSURANCE DEPARTMENT SUGGESTED.

Ever since their annual convention in 1907, the Ontario Retail Hardware and Stove Dealers' Association have been grappling with the problem of organizing an Ontario Retail Hardware Mutual Fire Insurance Co. An energetic committee worked hard to put the association in touch with what was being done by similar bodies elsewhere, and it was shown that the idea was feasible. The association resolved, on different occasions, in favor of creating a Mutual Fire Insurance Co. Legal advice was obtained as to the best way of accomplishing this result.

But at all times the same obstacle was encountered—the practical prohibition of mutual fire insurance companies, among mercantile or manufacturing bodies, by the Ontario statutes. This was a stone wall in the path which could only be surmounted by amending the statutes.

After repeated efforts in this direction the association was recently informed by the Attorney-General's Department that the statutes were being revised, and that the amendments suggested by the association would be considered.

An important point has thus been gained, and the struggle for a Mutual Fire Insurance Co. begins to look more hopeful. But, even so, its organization must necessarily be a matter of time, and there is no reason why the interim should not be employed in working out some relief for association members along the line of insurance.

Let us suggest that an Insurance Department be organized at the Peterboro convention The work of this department would be to advise members in all matters of insurance. In the first place, they could be advised how to put their risks in the most favorable class, by changing the location of stairways or elevators, by altering the system of storing and handling oils and explosives, or in some other simple way, the net result of which would be to reduce the premiums.

Furthermore, they could be assisted in placing their policies, not only to see that the proper kind of policy in a reliable company was secured, but what is much more important, to see that the risk was accurately described. There is no doubt that a great many hardware dealers to-day are paying premiums on policies which do not really protect them, simply because the risk is not properly described. Cases have been known of hardwaremen carrying policies which actually forbade the storing of oils and explosives on the premises. These are technicalities which the insurance companies are at liberty to turn to their own advantage, in case of loss.

We believe it would be a good move for the association to secure the services of a fire insurance expert to devote a portion of his time to advising members in the manner we have outlined above. The scheme would be of real advantage to the members of the association, and it would serve to prepare them for a hearty support of the Ontario Retail Hardware Mutual Fire Insurance Co. when it is finally incorporated.

⊙

THE VALUE OF ORIGINALITY.

The merchant who shows originality is bound to make his way to the forefront. He stands a better chance of arresting and holding public attention than the man who never departs from the beaten path but plods along year by year doing the same things in the same old way. A recent article in the Ironmonger dealing with this phase of modern commercial life is well worth reproducing:

"With the whole of the business world eagerly straining for a front place in the public estimation it is not easy to strike the arresting note and attain the pre-eminence coveted by every progressive merchant. Yet the emphasis of some distinctive feature is requisite if the trader desires to gain repute as a man of exceptional qualifications in his own particular department. He must leave the crowd and get on to a new and untrodden path. We are never disturbed by the usual, no matter how wonderful it may be. We daily accept as a matter of course occurrences and propositions which would, but a comparatively short time ago, have been hailed as miraculous if not incredible. We are only surprised by the uncommon, which also in its turn passes into the category of the familiar, and then ceases to command our attention. Therefore it is essential that methods, ideas, systems, and devices in connection with business should be clearly defined by the principle of initiatory planning, for the purpose of evolving them along unaccustomed and therefore striking lines. The possible schemes of development in this direction are innumerable: with one man it may be a singular catalogue, with another an unmatched mode of display, a third may exercise special powers of advertisement-construction, a fourth may specialize in magnetic sale campaigns, and so on. It is a question of many roads to the same goal of a publicity which shall capture a capricious public."

⊙

PRESIDENT CINNAMON URGES ATTENDANCE.

D. Cinnamon, of Lindsay, president of the Ontario Retail Hardware and Stove Dealers' Association, has issued a circular letter to the Ontario trade, urging a circular letter to the Ontario trade, urging a large attendance at the Peterboro Convention. The business and social advantages of this gathering are stated in convincing terms, and the letter will no doubt round up a lot of dealers who have been hesitating.

⊙

POINTED EDITORIALS.

All roads lead to Peterboro next week.

Get the convention spirit before you leave home. Then you'll not lose any time at Peterboro.

Once again, let us suggest: Don't forget to ask your railway agent for a convention certificate.

Fill an airship with linseed oil or turpentine and it would be pretty sure to go up fast enough.

The shortest and straightest road connecting effort and success is called progressive advertising.

Tin has gone up again. The London syndicate just let go long enough to pull themselves together for another strong upward haul.

Carry a copy of Hardware and Metal in your outside overcoat pocket, so that your fellow hardwaremen on the trains and station platforms will recognize that you are also bound for Peterboro.

The convention badge is both handsome and appropriate, but the intrinsic value would have been heightened if it had taken the form of a miniature can of linseed oil, containing some of the oil itself.

An attractive store is a good advertisement; a dull and untidy store, a bad advertisement. Is there any business so strong that it can exist without good advertising of some kind, or resist successfully the effects of bad advertising?

When buying your ticket to Peterboro, don't forget that you require a convention certificate, which your railway agent will make out at your request. This certificate will entitle you to a free return ticket, if 300 certificates are presented—and that is already assured.

LETTER FROM HARDWARE DEALER.

Hardware and Metal:

I would be very much obliged if you could alow me space in your valuable paper to publish the following letter, which, I believe, would be for the benefit of the retail trade in general. I am prepared to prove anything which I may say in this letter.

Are They Loyal?

Personal contcat with disloyalty has at times forced the retail hardware merchant (and justly so) to the conclusion that the wholesale houses are not always loyal to their patrons. By way of illustration let me cite a case, proof of which the writer would be only too pleased to produce.

A traveler representing a tinware and graniteware manufacturing company called on me, and after a formal greeting, the traveler took a seat by the stove, waiting an opportunity to solicit an order from me. Shortly after finishing the order, a Jew peddler entered the store asking prices on a quantity of tin and graniteware. After some discussion as to prices, the peddler drew from his pocket a list with trade discounts applicable to the full line of graniteware and tinware made by the company whose traveler was then in the store, and a similar list from another wholesale house in the same line of business. Seeing the peddler was in possession of trade prices and knowing that he had been supplied direct by the wholesale houses, I turned him over on the spot to the company's traveler, who refused to recognize the peddler. The latter lives in an old shack, owns no property, and is simply a nomad, having nothing at stake. Now the questions that naturally follow are: Is this an isolated case, or it it simply an illustration of the trend of business all over the country, and are the wholesale houses as loyal as they should be to the regular retail merchants?

A Retail Merchant.

LEAKING OUT OF TRADE SECRETS.

There is frequently a disposition on the part of business men, and political men as well, to regard the presence of a representative of the press as one of their meetings or conferences with dubious feelings. If they know that there is such a person in their midst he must be ejected before any business whatever is transacted.

This has been proven time and again to be erroneous. For it is just such acts that form the basis of the "big" stories in the newspapers which "allege," "report" and "rumor" that such and such a thing is true or that some person said this or that and which sometimes cause no end of trouble.

Even if these conferences deal with matters which the trade or daily newspaper should know in order that its columns can be more efficiently edited, there is often a disposition on the part of some to secretly conduct proceedings. positive in their own minds that nothing will ever leak out, not even the fact that a conference was being held.

They are generally in error and particularly so in the case of a trade paper whose representatives have usually a hundred and one avenues leading to such information. The result is that the newspaper instinct of the man on the hunt for news is aroused; consequently there is a "story," and naturally a second hand "story."

On the other hand if the paper and its representatives are taken into the confidence of these men, kept informed as to every move, given the proposals and objections and courteously requested to delay the publishing of anything until such time as matters have been brought to a satisfactory conclusion, everything would run along smoothly and no one would be continually in "hot-water" lest something should leak out.

A paper which is kept in touch with these things exhibits more care in the future in editing its columns containing matter which in some way or other may have a bearing on the very points which arose at the meeting behind closed doors. If this were done there would be a tendency to have nothing appear which does not coincide with the facts and which will give no trouble to the particular parties it affects.



J. R. HAMBLY, BARRIE,

An Ex-President, collecting money from delinquent debtors in the west.



W. G. SCOTT,

Ex-President, now installing Furnaces.



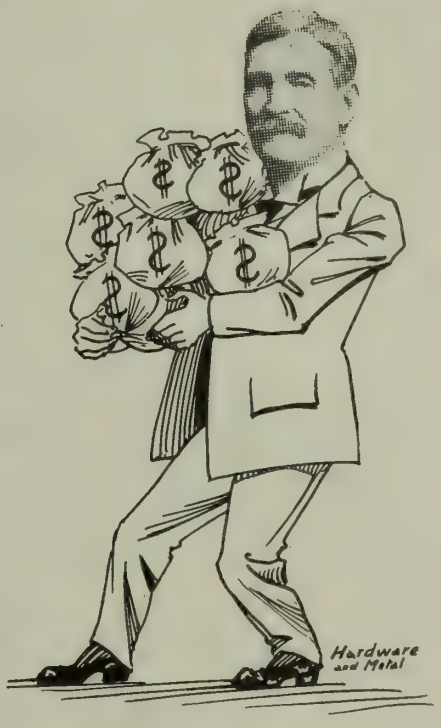
D. BROCKLEBANK,

An Ex-President, very earnest about Mutual Fire Insurance.

Some Convention Celebrities



A. W. HUMPHRIES, PARKHILL,
The First President of the O. R. H. & S. D. A.



JOHN CASLOR, TORONTO,
Snapped after holding up the delegates.



R. C. CHOWN, BELLEVILLE,
With his famous electric sign.



M. S. MADOLE, NAPANEE,
The Silver Tongued Orator

What Would You Say?

Seccond Contest in the Series Announced—A Familiar Problem Presented for Solution—How Do Canadian Hardware Clerks Combat Department Store Competition?

As stated in last week's Hardware and Metal we are, in this issue, announcing the second contest in our "What Would You Say" contest. It is an everyday problem that is presented for consideration—but, one that is of vital importance to the hardware trade. There is scarcely a hardware store in Canada, where department store competition is not felt more or less keenly. The big mail order houses in Montreal, Toronto, Winnipeg and other places, send their catalogues broadcast, into even the remotest hamlets. It is, therefore, by no means an unusual matter for a hardware clerk to hear a customer (particularly a lady customer) say that she can buy cheaper at So-and-so's in Toronto, or wherever the department store is located.

The scene of the little dialogue illustrated on this page is an imaginary hardware store, any place in Canada. A lady enters, and says she would like to look over some washing machines. The clerk shows her one of his best sellers, and quotes a fair price.

"Oh, but that price is high," says the lady, "I can buy a washing machine cheaper than that at the city department store."



WHAT WOULD YOU SAY?

Lady Customer.—"O, but that price is high! I can buy a washing machine cheaper than that at the city departmental store."

WHAT WOULD YOU SAY if a lady should make that statement to you?

For the best answers to this problem, Hardware and Metal will award the following prizes:

1st Prize—$3 in cash and one year's subscription to Hardware and Metal or MacLean's Magazine.

2nd Prize—One year's subscription to Hardware and Metal or MacLean's Magazine.

The contest will close at noon on Thursday, March 2nd. Replies should be sent in as soon as possible, and each envelope should be marked "For Clerk's Competition." Any hardware clerk in Canada, is entitled to enter the competition.

HOW DISPLAY TABLES CAN SUPPLEMENT WINDOW DISPLAYS.

Upon entering an Ottawa hardware store recently, Hardware and Metal noticed, first thing, that some of the goods displayed in the window, were also shown conspicuously on tables close to the front door.

"That is what I call 'duplicating the display,'" said the dealer, when asked about the scheme, "and I believe it is a good idea. I make it a rule to have one or two long display tables near the door and on them I display many of the articles that are shown in the windows, in addition to others. It gives me the opportunity of showing almost double the amount of goods. Some of the articles you duplicate may be called 'bait,' if you like, and I have found that it is a highly satisfactory method."

A Rideau St. retailer in the same city has display tables running down the centre of his store with spaces between them at convenient intervals and a fairly wide passage between the counters which run along either wall, and the table down the centre. His description of the system might be summarized as follows. "I make a special effort to keep my window display interesting, and never fail to use price cards, unless there is some special reason why I should not. Then, on the tables, I put a general collection of goods. I must say that we have not given enough care to the tables, as they often present a very jumbled appearance. But that must be worked out. I believe that neatness and regularity of design counts for a great deal in this work. Why should not these smaller goods be made as attractive as possible. The principle that we apply to the displaying of our better lines must work with these lower priced goods, and we intend to devote some time to experimenting on this point."

"The proximity of the display tables to the counter is a good idea. I find that my clerks, many of whom are just beginning to understand what real salesmanship is, have been at a loss as to how to direct the attention of people they are serving to some lines in which they might make sales. Thus, I have seen them look over the counter to the display table in an effort to think of some special lines that are seasonable or behind which a special effort in salesmanship is being made, while right under

their eyes, they had a whole host of articles they might have suggested."

"Another thing I have noticed, is that customers, while the clerk who is serving them, is gone for some goods, turn around towards the display tables, and their attention is again called to many articles, which, perhaps, they have been seriously intending to purchase. In many such cases, the customers will not leave the store without buying far more than they had thought of doing when entering."

I certainly believe in display tables and price cards, said the merchant, in conclusion. They are widely used in this city, and I know they have greatly increased my business."

Ideas Gleaned from Ottawa Stores

Price Cards are Popular—Neatness Adds to Selling Value of Cards—Duplicating the Display—Some Interesting Selling Methods Discussed.

If there is one striking feature about the hardware stores of Ottawa it is the degree to which the price card is used by retail hardware men, throughout the city. The merchants say that it is a decided help to salesmanship, and numerous instances can be cited of the sales that can be directly attributed to the little price cards on the goods displaved in the window, or on the display shelves inside the store.

A big Rideau street retailer said recently: "I do not know who started this idea around here, but almost every hardware store has price cards, and I know myself that they are a grand idea. In fact it seems strange that it took so long for us to realize their necessity in helping to sell goods."

He Got a "Snap."

Continuing the dealer said: "Do you see that box of snaps? Well, the other day a farmer was passing this counter and noticed the snaps with price cards in the compartments for the different sizes. There was one size that appealed to him and he said he would take one. He thought they were five cents each, and remarked that it was wonderful that they could be made for that price. When I told him to look more closely at the card he learned that they were two for five, and he thought he was getting a big bargain." That is one instance.

Selling Shopworn Tea Canisters.

Another story from that same store is interesting. In taking stock of goods which he had bought from another dealer, he came across a package of old tea canisters, looking like the old style powder tins. They might, probably, have been thrown out the back door and never have been missed, but the proprietor thought he would give them a trial on his display counter. He almost begrudged the space, but he marked them at ten cents each, and thought he would see what could be done with them. The result was a big surprise. The price cards and the table sold all but two and probably they have disappeared by this time.

A Bank street retailer used both his large front windows for a neat display of general goods, most of which are in everyday demand. Referring to his experience with price cards he said: "I don't think I could get along without them. At any rate I know that if I discontinued the practice my sales would soon show the effect of that action. I endeavor to have my price cards as trim as possible. They should attract attention, and should show neatness and care." The Ottawa trade as a whole have taken to the price ticket, and while some scribble the prices on carelessly made cardobard tickets, others give more attention to this work, and are getting fine results.

BRIEF STOVE NOTES.

ALL RECORDS BROKEN.

One Canadian stove manufacturing firm, at least, has been breaking records to date this year in the matter of sales. Statistics were compiled this week at the head office which showed that every branch, with the exception of one, had piled up a splendid increase since the first of the year over the corresponding period for 1910. The one branch had managed to keep up with past records. The Toronto branch had done particularly well, increases being shown in every department except sheets and plates, and the last year's record had been evened. As a result of this good showing, Toronto moved up from fifth to third place. "So far business this year has been unexpectedly good," said a representative of this firm to Hardware and Metal.

A NEW DISTRICT CREATED.

The McClary Manufacturing Co. have created a new district with headquarters at London. Formerly the business for this section was handled from the head office of the company. Under the new arrangement, the London district will be conducted on the same basis as the business in all other sections. The new London manager is A. M. Smith, formerly assistant salesmanager of the company. His district will include all of Western Ontario as far east as Guelph. The dividing line between the London and Toronto districts will probably run from Rockwood to Dunnville.

NEW STOVE DEVICES.

It is understood that a number of stove improvements and new devices will be brought out by Canadian firms this year. It is not possible as yet to get any inkling as to the nature of the new ideas. Among the most recent innovations in the United States is the invention of a spring damper for stove pipes, which is said to work very well.

OLD MODELS ON VIEW.

In the showrooms of the Gurney Foundry Co., Toronto, are three old models of stoves constructed away back in '46. All three are heaters of the old type. The style of these ancient models is very ornate, one particularly being decorated with elaborate flower patterns.

HELD A DEMONSTRATION.

Details have come to hand of a unique cooking demonstration, which brought splendid results. A huge cake, measuring 20 inches by 24 inches and rising 7 layers in height, was baked in a range of the particular make on sale. At a certain time on a certain day, this monster of the pastry cook's art was carried out in front of the store and the following test carried out, in the presence of a large crowd." The cake was covered with paper and a board was then placed across it. A number of ladies were then invited to stand on the board for a brief space of time. On the weight being removed, the cake was actually seen to rise slowly back to its former height. It was then cut up and pieces were distributed throughout the crowd.

The demonstration was carried on for some days and hot coffee and biscuits were served to all ladies who called. The sale is reported to have been very satisfactory.

THE STEADY ADVERTISER.

It has been found to be a fact in the great majority of cases that wherever a retail merchant has advertised systematically and steadily, he has easily been able to hold his own under adverse business conditions.

Such a merchant prospers to a greater degree when business is good, whereas the merchant who does not advertise regularly gets hit hard when business is not good and he gets hit proportionately hard when business is good.

The man who advertises steadily and does it correctly has the best of the argument all the time.

THE SECRET.

At a salesmen's convention in Germany there was a man who had been the banner agent for three years in succession. When he was asked how he had led all the other salesmen for three years he said:

"I defy anybody in Germany to ask me a question about my business that I cannot answer."

That, and that alone, was the great secret of his success.

NEW SALES MANAGER APPOINTED

Belleville.—W. G. Marston, who for over twenty years has been buyer for Aikenhead Hardware, Toronto has assumed the position of sales manager for the Springer Lock Co., of Belleville.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 62.

MARKETS IN BRIEF.

TORONTO.

Tin.—4c increase.

Linseed Oil.—3c increase.

Turpentine.—5c increase.

MONTREAL.

Montreal, Feb. 16.—Tin has again been the feature of the metal market. Rapid as was its recent decline, it recovered itself this week just as rapidly From above the £200 mark it dropped to £171, and then was started upward again. During the middle of this week it was close to the high level mark again showing clearly the work of manipulation. As a result, the market is in a very uncertain condition. It is entirely in the hands of those English interests who just now are swaying the destinies of tin and are likely to continue to do so. One of the results has been short buying, purchases being made practically for present requirements only. When tin dropped to its low level a week ago the price dropped on the local market. Now, with the London quotation almost back to the former level it is not improbable that an advance will be made here, that is, of course, if the market becomes stronger and holds its position.

Copper is still quiet and lead is off to a certain extent. Spelter is firm for St. Louis quotations, but on the Belgian market is quoted at a reduction.

Pig Iron.—This market is steady, with but very little change. It is apparent that Canadian consumers are taking advantage of the comparatively low existing prices and are buying fairly heavily. This is one of the results of the Buffalo low prices which are having the effect of forcing Canadian furnaces to lower their prices to meet the opposition. Canadian consumers seem to be stocking up at present prices, feeling that prices are now about as low as they will go. Canadian foundries will thereby benefit if iron acts as is expected of it, and goes up a little later.

W quote: Summerlee No. 1, $21.50 to $22.00; Midlesboro No. 3, $18.50 to $19.00; Canadian No. 1, $19.50.

Tin.—There is not a great deal to be said about tin. A week ago a decline was recorded in sympathy with the heavy drop in the primary market; now that loss has been almost recovered, and if prices hold at the high level it is likely that an advance will be made here. Trading is in small compass because of the uncertain condition of the market, and the knowledge that the manipulators seem to be in full control. No one cares to discuss tin, bowing, as it were, to those who were responsible for the coup of the last week or ten days.

Copper.—This market is inclined to dullness, but shows a little new strength in prices. There is, however, but little to report from a market standpoint.

Spelter.—The fact that Belgian quotations are lower than St. Louis would suggest that the latter would have to decline to the level of the former. Business is fair in spelter

Lead.—The market price of lead shows a decline this week. Locally there is not much change in the situation this week.

Scrap—Demand for scrap is light.

Prices are normal, thus:—Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron No. 1, $14.50; No. 1 wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5.00; stove plate, $12.50.

TORONTO.

Toronto, Feb. 17.—The active tone is maintained and in some lines a marked improvement has been shown. Lead and spelter have livened up appreciably and the demand for both is now fairly strong.

Tin usurped attention during the week by going back to the former high water mark 47 cents, only to slump back and then gradually creep back again. At time of writing, tin appears to have fallen into the old stride again and is "going strong." Copper has been strong and in good demand.

Tin.—The tin market saw rapid rises in the early part of the week. After fluctuating a little, the price steadied down and to-day is quoted at 47 cents. That the London syndicate is still absolutely in control appears to have been pretty convincingly established by the events of the week. An interesting letter received by a local firm on the tin situation reads:

"The London market opened this week at an advance of 22s 6d over previous close: at the close on Tuesday had recorded a further gain of 57s 6d: by Wednesday evening the market had advanced 40s more, while Thursday under the restful process of digesting 2,500 tons Banka Tin (which were sold at auction in Holland that day at the equivalent of 42.35 cts. C. I. F. New York) the market was called quiet at a recession of 2s 6d from the highest level of the week. If on Thursday any one had supposed that Mr. Ricard's purchase of three-fifths of the Banka sale at approximately £195 per ton, would in any way interfere with advancing that market on the following day, the supposition would have been quickly dispelled, for on Friday evening the market closed just 80 shillings higher, and at the record figure since of 1907 of £198.15.

"It was in May, 1907, with the world's visible supply of 12,015 tons that London touched £196, the combined spot stock of London, Holland and the United States was then but 4,672 tons, while on January 1st, 1911, the London spot stock was 8,905 tons, Holland spot 1,410 tons, United States 854 tons, total 11,169 tons or 7,397 tons larger than in May, 1907, and within 846 tons of the world's total visible supply of that date. During the month following, June, 1907, London fluctuated between £189.10 and £192, rising in July to £200, but closing at the end of the month at £182, notwithstanding the fact that American deliveries during the month were the record of 3,800 tons. In December, 1907, tin was selling at £115 per ton, and the combined spot in London, Holland and the United States was 7,645 tons, but the world's total visible was still but 12,840 tons."

Copper.—Conditions locally show much activity and good orders are being booked. The market is steady with a firm undertone. The confidence shown can be traced to the fact that there has been a steady improvement in business. The more the late producers' statistics are analyzed the more favorable the impression they create. There is a splendid outlook for copper and the freeness with which buyers are coming forward attests to this fact.

Plates and Sheets.—There is a splendid tone on the plate and sheet market. Orders are being placed for present and future requirement. There has been an improvement during February over the conditions existing during the previous month, which in itself was busy enough.

Pig Iron.—Enquiries on a more or less large scale continue to come in, but orders have not yet reached to any volume. Canadian Foundry No. 1 is $19.50, and No. 2, 50 cents a ton less. Old Country iron is quoted at $20 for Middlesboro' No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50 and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50, respectively.

Lead.—There is a better demand for lead and it seems reasonably sure that conditions will show steady improvement from now on. There has been a tendency on the part of some sellers to retain their holdings, as they claimed the metal to be worth more than the present price.

Spelter.—"Business improving" sums up the spelter situation. Dullness has been a noticeable feature for some time past in spelter, but there is a marked tendency now to buy. Quotations on outside markets are advancing, but so far no change in price has been put into effect locally.

Old Materials.—There is little demand and prices remain unchanged. Heavy copper and wire, 11¼ to 11½c.; heavy red brass, 10¼c.; heavy lead, 3c.; light copper and bottoms, 9¾c.; tea lead, 2½c.; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10 to $11; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

HARDWARE MARKETS

MONTREAL.

Montreal, Feb. 16.—Orders for various lines are coming in freely, and business is generally reported very satisfactory. The bulk of the business seems to be turning toward spring and summer goods and new lines are opening up daily. The bulk of business is well up to the average, and prospects for the future seem quite bright. The retail trade are apparently preparing for a busy season, which in general hardware will soon be opening up, together with the painting season. The extent to which bookings are being made suggests considerable confidence in the new year, and so far there is no reason to believe that the hopes of the trade will not be fully realized.

The sugaring season is rapidly approaching, and business is now good. Sporting goods are inclined to be quiet just now.

Spring Lines.—Business is increasing weekly. Orders are coming in liberally for refrigerators, ice cream freezers, screen doors, lawn mowers, hinges, etc., and the big houses are actively engaged in filling and shipping them.

Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamps, ½ to ¾ in., 25 cents a doz; hose couplings, ½ to ¾ in., $1.00 a doz.; lawn sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz; 24-in., $24 a doz; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75 cents each and upward; garden wheelbarrows $27 a doz. They are listed at 50 and 50 per cent. discount. Wire netting, hinges, etc., are being freely enquired for and business is good.

Lumbermen's Supplies.—Demand in this department of trade is well maintained. Boot calks, cant hooks, etc., are moving freely, and business is well up to the average. Ball calks are quoted at $4.00 a thousand, and heel calks at $4.25.

Contractors' Supplies.—Trade is opening up satisfactorily in this line, and the limited activity of the past months should soon be augmented by demand for the labors of the new season. The trade seem to be pleased with the amount of business that has been transacted thus far.

For the best quality of shovels and spades the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5.00 a doz.; crowbars are listed at $3.00 a cwt.; wheelbarrows, navvy common, $19 and up; navvy full bolted, $21 and up; drag scrapers, $5.75 and upwards. Trade in these lines at present is quite fair.

Sugaring Supplies.—Orders for tapping bits, sap spouts, pails, etc., have been coming in freely, and considerable business in these lines has passed through the various houses. Eureka spouts are quoted at $6.00 per thousand. Pails, etc., have various quotations.

Bolts and Nuts.—Demand keeps up and bolts and nuts may be considered up in the fore with the rest of the goods that are now in demand. Manufacturers find the demand heavy and are busy. We quote: discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Harvest Tools.—The trade report an increasing number of orders in this department. The beginning of the season's business has been made and from now on it is a gradual growth. We quote a discount of 50 and 5 per cent.

Wire.—Demand is growing. Barbed wire is especially being asked for. Enquiries in other lines are improving. Prices quoted are: barbed wire, $2.05; plain twist, $2.55; galvanized wire, $2.25; base coil fencing (9) $2.30; (12) $2.45; staples, bright, $2.60; galvanized $2.85.

Sporting Goods.—Business is a little quiet yet. Orders are, however, coming in more freely for fishing tackle, ammunition and enquiry is made for summer sporting goods.

TORONTO.

Toronto, Feb. 17.—There is not a particularly brisk tone to the market at present. This may be due to the fact that hardwaremen are too busy preparing to go to the convention next week to pay attention to the buying end of the business. Still, a good variety of sorting up orders have been received and, for the time of year, conditions are quite satisfactory.

Prices are firm in all lines, no changes having been recorded.

Seasonable Goods.—The cold and stormy weather at the first of the week resulted in a batch of orders for winter goods, although in no case was the demand large. Blankets, mitts, snow shovels sold fairly well and there was even some call for weather strip. Spring goods are hardly yet in demand, although some lines are beginning to move out. A few orders were received for lawn mowers, scythes, ice cream freezers, cream separators and goods of a kindred nature.

Sporting Goods.—The demand for sporting goods is probably as low now as it ever gets during the year. Calls for hockey supplies are few and far between and only a small number have begun to order for the spring trade. Some movement has been noticed in such goods as fishing tackle, rods, guns, ammunition, baseball supplies, etc. One local jobbing house has received an order for lacrosse goods, which is an evidence of a desire to lay in stock early on the part of some wideawake dealer.

Builders' Hardware.—There is, more movement to builders' hardware than for some time past. Mechanics' tools are in brisk demand and good sized orders are being placed for most lines of shelf goods. Travelers report that in all parts of the country dealers are fully confident of a busy building year and are prepared to order accordingly. It is apparent, therefore, that the call for builders' hardware will be heavy throughout the year.

Lumbermen's Supplies.—With the prospect of an early breaking up of the ice, the call for lumbering supplies has become noticeably brisk. Boom chains, axes, canthooks and saws are moving out fairly rapidly. Many good-sized orders have been received from northern points.

Stoves and Heating Goods.—There is a most unusually and unexpectedly brisk tone apparent here. January showed records far in excess of the same month in 1910 and February so far promises to far outstrip the preceding month. The chief call is for enamelware, tinware and tinsmiths' supplies but a good many orders are being placed for stoves and furnaces. One local house received more stove orders during the past week than during the whole month of February 1910.

Bolts and Nuts.—There is a fairly good demand here. The factories are reported to be working full handed and results are beginning to show. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Wire.—There is a good movement and orders are being booked for spring requirement. Prices are remaining firm.

HARDWARE MERGER DENIED.

Montreal, Feb. 16th.—The reported "merger" of local hardware wholesale houses does not receive material substantiation by their representatives. The fact is that no meetings have been held and the news circulated is mostly rumor. Howeevr, Hardware and Metal learned from good authority that should any combination of houses be formed, it will not be a "merger" in the everyday sense of the word, but the houses that would amalgamate would be prompted by economical reasons, probably two or three or four replacing seven or eight of those now in business. Therefore, instead of seven or eight hardware travelers calling at a certain town as at present, there would only be possibly one, representing the amalgamated houses. So far there is nothing definite and it would seem that the possibility of such an amalgamation is rather remote.

A MISTAKE CORRECTED.

In reporting the officers of the Canadian Tube & Iron Co., of Montreal, Hardware and Metal inadvertently made two or three errors, which have been called to attention in a letter received from the company. The correct list of officers is as follows:—

Officers:—J. W. McConnell, President; James L. Waldie, vice-president and managing director; Albert H. Hough, sales manager and director; William Mosley, works manager and director; Herbert Worrall, secretary-treasurer.

Directors:—Wm. Molson Macpherson, Dr. Milton L. Hersey, H. A. Lovett, K.C.

The Untrained Clerk Brought Loss of a Sale

By J. C. Mundle.

Too much emphasis cannot be laid on the fact that in order to secure the very best results from your employes, whether they be salesmen, clerks, travelers or heads of departments, they should undergo a proper and systematic course of training in their respective duties before they are permitted to deal directly with the public and would-be purchasers. Not only should they be properly coached but they should be shown by one who thoroughly understands his work—theory is good but practice is better.

Adverse criticism of a house where clerks are incompetent is the invariable result of lack of training, and in the majority of cases this leads to a loss of business from an immediate sale and may even produce a boycott. There should be a strict rule that, if asked a question about anything they are not familiar with, clerks should never venture at "faking" or what is worse, admitting that they do not know. In such a contingency the proper mode would be to ask the customer politely to wait a moment until Mr. So-and-So comes (and at the same time send for him) who knows everything there is about the article in question.

The personal experience of the writer calling in at one of the largest retail fur houses in Montreal and asking if a mink muff was dyed received the answer from the clerk serving him, "I don't know." Further questioning elicited the information that the clerk was until recently employed in a grocery store, had been engaged by the fur house and, with only the information of the private price marks, had been put in charge of a fur section. This seemed hardly possible but an investigation of the story confirmed the facts. It is needless to say no purchase was made at that store.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Coronation Medals and Badges.

S. A. Daniell, Limited, Lion Works, Edward St. Parade, Birmingham, Eng., have issued an illustrated Price List of Coronation Medals and Badges, which they manufacture.

Stoves and Ranges.

A forty-eight page catalogue on Banner Stoves and Ranges, has just been issued by the Down Draft Furnace Co., of Galt. Splendid half-tone cuts are used, to illustrate this firm's line of Stoves and Ranges. Part of the catalogue is devoted to their Down Draft Furnaces, and the Coal-Chutes, which they manufacture, are also described and illustrated.

Spray Pumps.

F. E. Myers & Bro., of Ashland, Ohio, have issued an interesting catalogue relating to spray pumps, nozzles and fittings. This catalogue fully illustrates and describes their complete line of hand, bucket and barrel spray pumps, with all the requisites for spraying, from the small bucket spray pump, to the larger power outfits, used by the more important orchardists and horticulturists.

In the same catalogue, is included a short treatise giving the most important and necessary pointers on spraying, together with a list of formulas for the proper mixtures to be used, and a calendar giving the proper time for application.

Aluminum Ware and Household Specialties.

The Griswold Co., Erie, Pa., have issued an interesting series of booklets to describe their aluminum ware, gas heaters and ranges, tobacco cutters, and such household specialities as waffle irons, dampers, and stove furniture, food choppers, sad irons, ice picks and shredders.

This firm manufactures an extensive line of cast aluminum ware, and also a number of household articles from heavy sheet aluminum. A great deal of valuable information is given, about aluminum and its products.

Hardware Letter Box

Small Cuts for Retail Advertising.

A subscriber inquired from us a few weeks ago, where he could secure small cuts for retail advertising purposes. We are advised that Stanley Mills Co., of Hamilton, have a number of them for sale.

Name of Canadian Agent.

R. Chestnut & Sons, Fredericton, N.B.—"In your good paper, Hardware and Metal, we recently saw an ad. from someone in Canada, who were Canadian agents for Steel, Peach Towser. These people are manufacturers of steel in England, and we wish to get in touch with their agent. We have looked carefully through the copies of the magazine we have, but fail to find this address."

Jas. Hutton & Co., Montreal, are Canadian agents for this firm.—Editor.

Old Style Spinning Wheels.

T. P. Calkin & Co., Kentville, N.S.—"I note enquiry from Wm. Black, Durham, in Hardware Letter Box, re old style spinning wheels. I was advised some time ago by Frye, Phipps & Co., 23 Pearl St., Boston, Mass., that they have a dozen of these wheels on hand."

Lodge Supplies.

Adolf Becker, Langenburg, Sask.—"Can you give me the names of any Canadian firms manufacturing or jobbing lodge supplies ?"

Dominion Regalia Co., 124-6 King St. W., Toronto.—Editor.

A Larger Cash Discount is Announced

Hardwaremen, who handle plumbing goods, will be interested in the announcement made by a number of Toronto plumbing supply houses to the effect that a better cash discount is to be given in future.

Letters were sent out at the first of the week, stating that after March 1, all plumbing supplies, with the exception of lead and iron products, would be sold with a 10 per cent. discount for cash payments made before the fifteenth of the month in which the order is placed. Cheques sent on the fifteenth day and received on the day following will be subject to the discount.

As the cash discount allowed has been 2 per cent. up to the present, the new regulation wil make quite a difference to the handler of plumbing supplies.

THIS IS THE PROBLEM.

While there may not be enough flaxseed to go round if the former rate of consumption on both sides of the Atlantic is maintained this year, it becomes a very different matter if the greater part of the available supply of oil and seed is deflected to the United States. The world has produced plenty for our needs, if we get most of it. It is not the total world's supply so much as the share of it that will be allotted to this country by the inexorable laws of supply and demand that is making dealers, crushers, paint makers and speculators sit up nights trying to figure out the probabilities.—New York Oil, Paint and Drug Reporter.

DEATH OF A PROMINENT CORDAGE MAN.

It is announced that Gideon F. Holmes, who has held the position of Treasurer of the Plymouth Cordage Co., died at his home in North Plymouth, Mass., on Saturday, January 21.

The death of Mr. Holmes necessitated some new appointments on the executive staff of the Plymouth Cordage Co., who now inform the trade that B. Preston Clark, has been appointed vice-president, and Francis C. Holmes, treasurer of the company.

Bicycle Hubs and Pedals.—A booklet has been received from Morgan's Chain and Pedals, Birmingham, England, describing the hubs, pedals and component parts manufactured by this firm, for cycle and other purposes. It will prove interesting to hardwaremen who deal in bicycles and their parts.

The Estate of C. D. Andress, Keyes, Man., advertised that their hardware stock would be sold by auction on the 14th inst.

News and Methods of Canadian Hardwaremen

Hardwaremen in Hensall Suffer Fire Loss—Kingston Dealer Appointed Census Commissioner — Pushing Bicycle Repair Work in Winter.

NEW IRON PLANTS FOR KINGSTON

Kingston.—Arrangements have just been made by the Wilbur Iron Ore Company, for the construction of a large concentrating plant in this city. The contracts for the material required have been awarded, and in a few weeks' time, work will be commenced. The industry will mean a great deal to Kingston, as it will be the means for employment for a large number of men. The cost of the construction of the plant will be between $75,000 and $100,000. On March 1st, the company will open offices in this city.

D. McDougall Co., of Clarendon, has been awarded the contract for the timber, and plant will be erected by Robiens Construction Company, New York. The company hope to make their first shipment by June 1st. The first shipment of timber will reach here during the latter part of this week, and work on the plant, will commence about the first of next month.

The plant will include a loading pier, which will be from 350 to 400 feet long, and from which vessels will be loaded automatically, with 2,500 tons of ore, in four hours. It is the intention of the company to have a storage structure here, with a capacity to carry over the winter stock piles, amounting to several thousand tons of ore, to be in readiness for the spring shipment.

The city council has a proposition with the Exploration Syndicate. The syndicate is asking for the widening of the span in Cataraqui bridge, and the dredging of a channel in the inner harbor. In return for this, the syndicate will guarantee to build an ore dock and a smelter in this city, expending at least $40,000. It is also willing to put up a bond for $10,000 to indemnify the city for any expenditure that it might make in connection with the requests of the syndicate.

The government has chosen John M. Elliott, of the firm of Elliott Bros. hardware dealers and tinsmiths, for census commissioner, for the census, to be taken in June next. Mr. Elliott is already laying his plans, and has divided the city into thirteen divisions. It will take some time to do the work, as the government has submitted a variety of schedules for enumeration. The men who will be engaged in the undertaking, will work piece-work, that is they will receive so much fer every name they record. The exact amount for every individual registered is not definitely known, but it is likely to be five cents per name.

A CORN FAIR WINDOW.

Chatham, Ont.—Simultaneously with the holding of the Ontario Corn Growers' Association's annual exhibition in Chatham recently, Westman Bros. hardware store put on a corn fair window display which made quite a few people stop for a good long look.

Corn was, of course, the main item. The sides, back and top of the window were completely hidden by corn stalks. In the back ground was a corn sheller (Deere & Mansur) while at one side were the bare cobs, and in another direction a pile of ears of ripe corn. In the foreground the store "dummy" attired as a corn husker and wearing a pair of huskers' mitts, was represented as busily at work, with a big pile of stalks across his lap and a neat heap of freshly husked corn close at hand. In one corner of the window was a roll of wire corn cribbing with this legend on a large card: "The wise farmer uses our wire corn cribbing. Why? Because it is stronger, more durable, and cheapest in the end."

The window was arranged by Mr. Whitmore, of the Westman Bros. staff.

BICYCLE REPAIRS IN WINTER.

Blenheim, Ont.—C. E. Myers, bicycle manufacturer and repairer is taking time by the forelock in urging the wisdom of having bicycle repairing done now, instead of waiting till the spring.

Mr. Myers adopts the catchy phrase, "Hospital for Sick and Injured Wheels," as a designation for his repair shop, and, following out the same idea, adds, in his advertising talk:

"Sick wheels repaired quickly and cheaply. Do you need any work done on your wheel—re-enamelled, cleaned or fitted with coaster brake or spring seat post, which makes cycling like riding on a Pullman car?

"Now is the time. You can get a much better job done now than when the rush is on. If you have any work you wish to have done on your wheel, please leave word with me and I will call and get the wheel and guarantee a good job."

Booming the bicycle repairing and overhauling department at this season of the year serves a double purpose—it lessens the rush of work when the bicycle season actually opens, and it helps to keep things busy in the rather quiet spell which immediately precedes the arrival of spring.

DISASTROUS FIRE IN HENSALL.

Hensall, Ont.—A fire which almost wiped out the whole north side of King St., visited Hensall, Tuesday morning, and the losses total about $57,000. The origin of the fire is unknown, but it is supposed to have started in J. B. McArthur's hardware store. The stores on the south side of the street were also more or less damaged by explosions of cartridges and powder, in the hardware stores. Nearly all their plate glass windows are blown in.

The loss to J. B. McArthur's establishment was about $8,000, while J. & C. McDonell, hardware and furniture dealers, lost about $25,000. It is understood that all the properties destroyed were fairly well covered by insurance.

BUSINESS GOOD IN ORILLIA.

Orillia.—The Orillia Hardware Co. have just completed the best year in their history. Mr. Mullett, the manager, in chatting with Hardware and Metal, said that local option had not adversely affected business conditions in any way. Building during the past year was very active, many houses and public buildings having been erected. Prospects are equally good for 1911, as there is lots of building in sight.

DISPOSING OF WASTE PAPER.

How will we get rid of all the waste paper around the place? This is a question often asked in many stores, and has on many occasions been a great "puzzler." Several stores in Kingston have adopted a system which might be worked out in the hardware trade, if it appeals to the merchants. There is being used a press, just like a common hay press, and all the waste paper is being placed into it, pressed into large bales, and then sent back to the paper mills. Paper is getting so scarce that the mills are very glad to get the paper back again for further use. It is very little trouble to have this work done, and dealers say that it is a great way to keep the stores clean. In some stores there is a great deal of waste paper, and it is very hard to keep the floors clean. "We would not be without the press for any amount of money," remarked one dealer to your correspondent.

A CONVENTION BOOKLET.

The Minnesota Retail Hardware Association held their fifteenth annual convention at St. Paul this week, from the 14th to 17th inclusive. The convention sessions were held in the St. Paul Hotel and the hardware exposition at the Auditorium.

In connection with the convention, a very attractive booklet of 40 pages was issued. It includes a program of the convention proceedings, list of exhibitors, list of association members, and summarized reports of the Association and its Mutual Fire Insurance Co. The booklet shows that the association has 1100 members, and that 100 jobbers and manufacturers are making exhibits at the convention.

COMPANIES INCORPORATED.

The Pedlar Metal Roofing Co., of Oshawa, have obtained a charter under the name of Pedlar People, Ltd., with an authorized capital of $500,000.

HARDWARE TRADE GOSSIP

Ontario.

J. B. McArthur, hardware and tinware, Hensall, has sustained loss by fire.

Archambault & Dube, tinsmiths, Knowlton, have dissolved partnership.

J. & C. McDonnell, hardware and undertakers, have sustained loss by fire.

Clysdale & French, Caledonia, are making improvements to the interior of their hardware store.

The business of Stonehouse, Munro & Zavitz, of Wallaceburg, have changed the firm name to Munro & Zavitz.

The Gravenhurst Hardware Co., of Gravenhurst, have obtained a charter as a limited liability company.

Mackie & Ryan, of Pembroke, are dissolving partnership, Mr. Mackie retiring.

The hardware business in Chatsworth, conducted by Joseph Baird, has been purchased by Hugh McCullough.

Geo. McLean, of Otterville, has been laid up for six weeks with an attack of rheumatism, but is now able to look after his business again.

The Taylor-Forbes O.H.A. junior hockey team defeated the Berlin juniors at Guelph by 8-1 and have a good chance of winning the district.

W. G. Charleson has put in the lowest tender and been awarded the contract for assorted hardware for certain civic contracts in Ottawa.

Donald Potter, who calls upon the hardware trade in the interests of the Consumers Cordage Co., of Montreal, was a visitor at the office of Hardware and Metal this week.

A. W. Humphries, of Parkhill, has been ill in bed with la grippe, for two weeks, but he is getting around again now, and will no doubt be able to attend the Peterboro convention.

The George Taylor Hardware Co., New Liskeard, have shipped to the Hollinger Mine, Porcupine, three carloads of hardware. It is reported that there was keen competition for this order.

The hardware business of McIntyre & Co., of Seaforth, is being reorganized. Wm. Govenloch is retiring from the business, and Henry Edge is joining with Edward McIntyre to make the new firm, which will be known as McIntyre & Edge.

Quebec.

Jeremie Rheaume, stove dealer, Montreal, is reported to have assigned.

Louis Trudel Ltd, hardware, Montreal, have sold to H. Gourgeon.

Western Provinces.

R. Brown is starting a hardware store at Pelly, Sask.

The Wynyard Supply Co., of Wynyard, Sask., have sold out.

Rogers Bros., Southey, Sask., have sold their hardware business to S. Sandomirsky.

R. A. Scott, of Alameda, Sask., hardware dealer, has sustained a loss by fire which is partly covered by insurance.

J. W. McLeod has taken over the hardware business at Francis, Sask., formerly conducted by H. W. Stoney.

F. K. McKay and W. McCammon have purchased the hardware business of C. J. Bray, at Gleichen, Alta.

Albert McPherson, of Landis, Sask., recently suffered loss by fire, in his hardware and furniture store.

Westhaven & Brandon have taken over the hardware business of Garlock & Westhaven, at Saskatoon, Sask.

The Giant Powder Company will establish an office at Nelson. C. S. Cradock, for some years British Columbia representative of that company with headquarters in Vancouver, will be in charge of the Nelson office.

Geo. F. Elsey has traded his three quarter-sections of land south of Neepawa, for a hardware business at Wolseley, Sask. The land was bought a few years ago at $11 per acre and sold for $30.

The Nelson Hardware Co. took over the Ashdown Hardware Company's store last week and also a large part of the stock. Hamilton Byers, who has been in charge of the Ashdown store during the closing out sale is returning to Winnipeg to take charge of the store there.

In a discussion at the Vernon, B.C., council with reference to the improvement of the fire fighting facilities of the town reference was made to a recent fire in the store of the Vernon Hardware Co. Fire destroyed about $20 worth of goods and the water did damage to the extent of $2,000.

A company, to be known as the Alberta Hardware Co., has been organized in Diamond City, with a capital of $7,000, for the purpose of carrying on a general hardware business. Temporary quarters have been secured and it is hoped to be open for business by March 1.

Maritime Provinces.

Mr. Robert A. Creighton, manager of the local office of the Canadian Oil Companies, Limited, has been promoted to the managership of the Winnipeg branch of the company, and leaves with his family for his new home in the West. Mr. Creighton has made many friends while in the city, who will regret to learn of his departure. Mr. Victor T. Williams, of Halifax, formerly a traveling salesman in the company's employ, has been appointed to succeed Mr. Creighton as manager of the local branch.—St. John Globe.

U. S. STEEL MARKET BROADENING

The Iron Age says: The market in finished lines is broadening. The mills are getting the effect of the January improvement in new orders, and in the past week running schedules have been fuller all over the country. At the same time the rate at which new business has been entered upon order books has kept up to that of the second half of January, with rails excepted, and in some lines has quite exceeded it.

Pig iron has been active in the Chicago district. At the attractive prices named by Southern sellers and met by Northern makers, the leading agricultural machinery interest has bought freely, the total being estimated at 100,000 tons, deliveries extending through and beyond the third quarter. A pipe company has also taken 50,000 tons of Southern and Valley irons, deliveries covering the second and third quarters.

While pig iron buying has been by no means general, the amount of business quietly put through has signified both the lowest prices in months and the belief of important buyers that they marked the turning point. Quoted prices vary more than for many weeks, and in some districts furnaces are definitely holding out for 25 to 50 cents advance.

The Western malleable foundries have not been able to buy iron for the second half, producers being more confident that a substantial advance will come before the end of the year.

All the steel companies report a large scale of operations, ranging in some cases from 75 to 90 per cent. of mill capacity. The Steel Corporation now has 60½ per cent. of its blast furnace capacity active, as against 46½ per cent. at the low point at the opening of the year. Its statement of unfilled orders January 31, showing 436,000 tons more than on December 31, the first gain in thirteen months, was better than expected. February promises no duplicates for the New York Central and Pennsylvania rail orders, and its export total may not be as great.

Among the latest structural contracts are 2,800 tons for the new plant of the Corn Products Company, at Argo, Ill.; 4,400 tons for a bridge over the Arkansas River at Fort Smith, and 3,500 tons for the Cruikshank warehouse in New York. The new Delaware & Hudson shops will require 4,000 tons. On March 15 the Panama Canal Commission will open bids for 12,000 tons of structural steel for emergency dams. The New York Telephone Company is planning a new building that will take 10,000 to 15,000 tons.

Plate mills are busier, and some of them reached a 75 per cent. basis last week. A Pittsburg builder of gas holders has bought 5,000 tons of plates for Minneapolis and St. Louis contracts.

Pipe mills are running at 50 to 60 per cent. of capacity. Some good pipe line contracts are pending. The Tri-State Natural Gas Company is inquiring for 70 miles of 3 to 10-inch pipe, and the Eastern Oil Company has bought 25 miles of 12-inch pipe.

Some wire interests, with their large advance bookings, have favored another advance, but there is a strong sentiment against any change unless the spring demand expands unexpectedly.

Scrap markets are advancing and speculative buying is a growing factor. Heavy melting steel is particularly strong.

The Western Hardware Market Situation

Storms Have Abated and Business Decidely Improved—Travelers Have Resumed Their Routes—Orders Becoming Bunched—Trade is Strong, but no Change in Prices.

Winnipeg:—The abatement of the severe storms and the renewing of traffic has brought about a decided improvement in the trade. Travelers have at last been liberated from the towns in the Northwest where they were snowbound, and have resumed their routes. Freight is at last being moved, and late orders are being rushed forward with all speed possible. Travelers, recognizing that they have lost valuable time, are endeavoring to make this up, and as a result orders are coming in thick and fast. Jobbers are already beginning to feel the strain of bunched orders, which will cause considerable difficulty in getting prompt shipments.

Trade is strong in all lines, but more especially in metals, which are attracting considerable interest, and wholesalers predict an advancing market before long. Orders continue to arrive in large quantities for ingot tin, tin plates and solder, the last two being exceptionally strong, and all three are advancing. No change has taken place in prices since last week, and quotations are as follows:—

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted. $2.83; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10⅞oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware— Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; $4.75; No. 16, $5.

No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80. Galvanized—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in. $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base $25.75 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — 1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $2.95; plain twist, $3.25; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15,

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

With the renewal of traffic and general business and arrival of many delayed orders, a sharp advance of 5 cents per 9 pounds has taken place in linseed oil, both raw and boiled. No change has taken place yet in turpentine, although the market is so strong and stocks so small, that a further advance is looked for. Raw linseed oil is now quoted at $1.25 per 9 pounds, and boiled at $1.28 per 9 pounds, while turpentine is still at $1.15 per gal. Orders for mixed paints and lead have shown a considerable increase during the week, and a general brightening up of the trade in all these lines has taken place. Lead is still quoted at $6.50 per cwt. for decorative pure, and $6 per cwt. for H.P., while putty, which is very quiet, is still at $3.40 per cwt. for bladder casks, and $2.75 for bulk casks.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18½c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 23½c, Keystone Special, 18c, Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

BUYS 19,500 STOVES.

Kansas City, Feb. 10.—To heat a square mile of orchard with oil stoves sounds impossible, but that is what W. H. Underwood, of Hutchinson, Kan., says he will do next spring. Mr. Underwood, who is a fruit grower, was in Kansas City yesterday directing the manufacture of 19,500 stoves. These stoves, each of which has a reservoir which holds ten gallons of oil, will be placed in his apple orchard near Hutchinson to prevent damage to the trees by frost.

The orchard contains six hundred acres and about thirty stoves will be used to keep the heat of each acre above the freezing point.

PRAISE FROM A HARDWARE CLERK.

Havelock, Ont., Jan. 30, 1911.

The Editor Hardware and Metal,
Toronto, Ont.

Dear Sir,—I must say that your talks on Salesmanship of late have been very good, and I think that the course being followed now will be very beneficial.

Yours truly,

J. B. Brooks.

What to do During the Month of March

Stocks Should be Laid in Early in Readiness for the Spring Trade—Cater to Trade of the Women by Featuring Household Utensils—Do a Little Outside Canvassing—Pay Attention to Sporting Department.

"What to do next month," is a problem which every progressive hardwareman will ponder as each month draws to a close. It is important that the new month should be properly started if best results are desired. A fixed plan of campaign will also be found a great help.

March is essentially an "ordering month." The hardwareman practically has the whole year ahead of him, as January and February at best are dull months. Looming up at close range is the spring trade, which means a great deal to the hardwareman. During March, then, the dealer prepares for the business of the year and necessarily has to give considerable time to the buying end.

Order Goods Early.

A good business axiom is "order early." It is essential that the store be prepared for trade in seasonable goods before the public is. Nothing is so damaging to the reputation of a store as to turn a customer away with the excuse "Haven't any in yet." That customer is not likely to come back soon. It is particularly necessary to order early for the spring trade; for spring has the habit of popping in at the most unexpected times. It means heavy loss of business for the merchant if the trees start to bud and other signs of spring manifest themselves, before he has got his proper stock in. Weather prophets are predicting that the arrival of spring will not be unduly delayed this year, so a word to the wise is sufficient.

Feature House Cleaning Goods.

Around the end of March, house-cleaning will be started in practically every household. The industrious housewife will start to wage war on the dust and dirt which has accumulated during the winter and will require the necessary weapons.

Here is a splendid opportunity for the hardwareman to get the ladies interested in his stock and store. By featuring goods required in house-cleaning, perhaps by holding a special sale, it would be possible to attract their attention and secure their patronage. Among the goods to be featured in this way are curtain stretchers, step ladders, vacuum cleaners—both hand and electrical—mops, pails, scrubbing brushes, carpet sweepers, washing machines and wringers. All of these articles will be much in demand when house-cleaning time comes around and it behooves the hardwareman to corner the trade, which otherwise might drift to the specialty stores.

Other Special Lines.

The paperhanger and the whitewasher are also much in demand about the time that April showers are scheduled to begin. The hardwareman can create a good line of business by stocking up in goods required in these trades. A window display or an ad. calling attention to the stock, would be effective around the first of the month.

Preparations should be made for the trade in later spring lines, such as screen doors and hinges, lawn mowers, garden hose, poultry netting, etc. Some merchants have already stocked up in these lines but it is safe to assume that the average dealer has not yet begun to think of them. Orders for such goods should not be delayed after the middle of March as spring may start at any time then and the demand will then soon commence.

The Paint Trade.

The paint trade is, of course, at its busiest during the spring. Around the first of April, and quite frequently before that time, the demand begins. People notice how delapidated their house looks from without. After house-cleaning, they realize how shabby it looks within. The need of paint is felt and they can be easily persuaded to invest. A neat window, a circular or a newspaper ad. is frequently all that is required to effect a sale. The hardwareman should endeavor to reach the public in at least one of these ways; better still, if he "does all three."

Get Out After the Trade.

During March, the hardwareman should find time to do a little outside missionary work. There are builders to interview, people who are planning houses to see, farmers to "bespeak" for wire fencing orders, athletic organizations to canvass for sporting goods. All these splendid chances for business are outside the doors of the store. Some of it undoubtedly will come in, in time; but why wait for that?

An energetic canvass during March will lay the foundation for a splendid trade in April. Manufacturers and jobbers do not wait for the retailer to send in his orders; they send out experienced men to get the orders. Doubtless, if the traveling salesman were unknown, retail dealers would send in for goods and trade would crawl along in some kind of fashion. Then why should not the retailer, in turn, get out and "hustle" business a little. It would pay, particularly during March and April.

A good plan would be to secure a list of houses and buildings which are likely to be erected during the year and then canvass the builder or the owner for the contract for builders' hardware.

"I do this every year," said a hardwareman recently, "and find that my sales in that line are double what they used to be. I watch the local paper closely and cut out everything which refers to new buildings and real estate transfers. I also keep in touch with the architects and builders and generally know well in advance what is doing. The results reward me for the work that this system entails."

Sporting Goods Department.

One of the most important departments in March is the sporting goods branch of the business.

"In spring a young man's fancy lightly turns to rods, guns, etc." Get your sporting goods stock out on display bright and early. Have it attractively shown and priced. There will be few of the male sex who will pass without stopping to inspect the store window which contains an assortment of goods pertaining to sport. The disciple of Isaac Walton, the irrepressible golfer, the eager tennis devotee will begin to think of and plan for the season, just as soon as the spring sun begins to melt away the last incumbrance of snow.

Some Pointers.

The man who buys sporting goods has an eye chiefly for quality. He seldom haggles about the price. His custom, therefore, is well worth while.

Paint brushes and supplies should be handled.

Above all, stocking up should be undertaken early.

Don't forget what you hear at the convention at Peterboro. Put pointers acquired there into practice during March—and every month after that.

Brighten up the store. People shun anything that is dark and dusty and unaattractive in the spring time.

NEW GASOLINE ENGINE INVENTED.

Chatham, Feb. 13.—The recent invention of a rotary gasoline engine by an inventor with local connections may be the means of bringing a new factory to Chatham for the manufacture of the machines in Canada. An effort is already on foot to subscribe stock here for the concern.

The new motor will no doubt revolutionize the business of building automobile and marine engines in this country and the States. The explosion chamber of the new engine is located in what is now known as the crank case where the connecting rod drives the shaft around. Instead of the piston and the connecting rod there are merely the fans or something of that sort that revolve with the force of the explosions in the case. The gasoline is sucked directly into the case and ignited and thus spends its force directly on the driving shaft. This does away with about one hundred and fifty parts now used on four-cycle engines and the only moving part in the rotary engine will be the shaft.

How to Obtain the Exact Cost of Goods

The Question is Answered, Should Discounts be Deducted in Order to Determine Cost?—A Negative Reply—The Value of a Cost Book Explained — The Items to be Always Included Under Expense.

By Henry Johnson, Jr.

I have the following very pertinent and interesting inquiry from a general merchant:

Dear Sir,—I have been a subscriber to and reader of your valuable paper for the past two years, and admit it is an indispensable paper, one from which I have obtained a great deal of valuable and practical information. I have been and still am very much interested in your department, and, as one of your "scholars," I would ask you to kindly inform me what you consider should properly be added to an invoice to arrive at the true cost. Also, what do you consider as expense. In arriving at true cost do you deduct the discounts and then add to the remainder such amounts as you consider part of the cost, or do you add to the gross amount of the invoice? Hoping I have made plain what information I desire.

R——— S———

Winnipeg, Man.

That's a good letter, right to the point. Maybe I can answer the questions satisfactorily, but more likely I shall leave many points uncovered. I hope, however, that where I fail to cover important phases of this question, others will kindly step up and say where I am at fault. Such a question as this must be met by all of us in all sections, under all conditions. There should, therefore, be various methods, some better, some worse, of figuring costs: and a full discussion would aid all of us, might, indeed, lead to the fusing together of the best ideas into the one best method.

Get at Exact Cost.

I have detailed in former articles what jobbers add to cost. I have shown that therein we have a hint of what is good for us; but I have also shown that it would be impracticable for retailers to follow all that out to the fine point reached by jobbers. The safe way for us will be to take into consideration just what it has cost us to get the goods into our places of business ready to sell.

In the case of a bill of goods bought under the regular prices it's not hard to arrive at invoice cost of any given item per dozen or piece. But in cases where goods are bought otherwise it is not so simple. Supposing a traveler offers you five cases of an article free with 25 boxes of something else; he will likely point out that this shows you a cost of say $2.29 on the latter. To make positive of his meaning ask him whether he is figuring the free article at $4.25 per case, or $4 or $3.90. You can see at a glance that it will make a difference in your cost of the 25 boxes if it is figured at regular cost of $4.50 or at $3.90. You should consider carefully whether or not you are paying more for the free article than you could purchase it ordinarily by itself. But having bought the goods and having found say that the cost is $4 per case, you can readily compute the actual invoice cost. If this article is bought freight paid, it will be right for you to add 5c per box to your invoice cost to get actual cost to you in your store.

Using a Cost Book.

The systematic keeping of a cost book, wherein is entered the cost of every item that you receive, will require some work—hard work, at first—but nothing will pay so well; nothing is such an educator. We cannot know too much about our business. The more we know the better able will we be to do business correctly. And the more we ponder over and study actual conditions around us the more will be revealed to us. Careful computation and record will consume many evenings; but, as we go on with the work, as we dig deeper into classifications and learn that certain goods cost more to get in than others, the better off will we be.

Do I deduct discount? Certainly not. Why? I can best reply in the old school formula.

There's a man whose name is Capital. He has certain duties in a business. In proportion as he is able to perform those duties well or ill, he is paid much or little. His pay is called NET PROFIT AND DISCOUNT. If he is weak and cannot meet his bills promptly, cannot carry his full burden, he suffers loss—labors under the disadvantage of PAYING INTEREST instead of receiving Discount and, as a consequence, he realizes less Net Profit than if he were stronger. BUT, with continued application, frugal living and careful management he may grow stronger and does, in fact, gain great strength. Then he is a better worker, then he draws More Pay. He rises in his strength and casts off the incubus, "Interest," thereafter gathering to himself large portions of Discount.

Capital Should Keep the Discount.

Now, having worked in the vineyard, shall Capital not have the pay he has earned? Shall that pay be divided with anybody else? No. It belongs only to him, since by his exertions alone has that pay become an actuality.

Put it another way. Suppose you are not in position to discount your bills. You must still so figure as to make a profit over and above all deductions and expenses; over and above and beyond the drawback of losing discount. If you figure properly, then, you will overcome the disadvantage of paying more than your neighbor who has capital wherewith to discount, and in time you will have accumulated enough reserve to discount all your bills. Now, seeing you made money before you could discount without giving any part of the discount benefit to merchandise cost, you must continue to let merchandise cost carry its full burden in order that you may realize the ADDED PROFIT which YOUR OWN LABOR and care have thrown in your way.

Cost, full cost, belongs to merchandise. Full gross profit belongs to merchandise. Discount is the reward of having capital wherewith to take discounts—to pay more promptly than the law requires—and the benefit must go to Capital.

What Constitutes Expense.

What do I consider expense? I can only reply very briefly in the remaining space. Expense is the ENTIRE COST of handling goods from the time you have landed them in your store ready to sell until the money is in your bank account. You can readily figure what that means. It includes rent, clerk hire, insurance, light, heat, horse feed, wear and tear on equipment, replacement of lost or worn out tools, water rates, advertising collections, postage — every blessed thing that you can think of that does not enter properly into the cost of goods as above set forth.

And, whether you figure as I say or not, one thing is absolutely incontrovertible—you PAY ALL THE BILLS for all these. Think of that occasionally. It will help you to "bear down" a little harder on the Cost of Goods.

A SKETCH OF GUELPH'S CHAMPION.

Harry Occomore, of Guelph, is one of the stamp of men who say little but do a lot. As an active official of the retail merchants' association in Guelph, he has been for years a power behind many movements for civic betterment. He has never appeared very prominently on the surface, but his influence has been felt just the same. At the last election, he came to the front as a candidate for aldermanic honors and was elected with a handsome vote. He is now doing splendid service on the board.

Ald. Occomore will go to the convention prepared to fight for Guelph as the next convention city. One item in the creed of every Guelphite is a belief in the merits of the Royal City as a centre for anything and everything and Ald. Occomore is imbued with a full share of this unswerving faith. He can be counted upon to fight vigorously for the honor of having the next convention at the seat of the Agricultural College, and the reformed Reformatory.

Incidentally, it may be mentioned that he conducts one of the best stove stores and tinshops in western Ontario, and is full of good ideas for improvement of methods in those lines.

NEW WESTERN MANUFACTURERS' AGENCY.

Vancouver, B.C.—R. A. Conkey, who, for the past six years, has represented the Miller Morse Hardware Co., of Winnipeg, in Alberta and Eastern British Columbia, has resigned his position, to join his brother in a manufacturers' agency at Vancouver.

The new firm will be known as Conkey Bros., and will handle hardware lines exclusively. Their headquarters are at Room 36, Imperial Building, and they will have a branch office at Calgary.

Growing Demand for Interior Paints

Good Advertising is Popularizing These Specialties—Opportunities for Hardware Dealers to Increase Their Business—Co-operation With Manufacturers is of Assistance.

During the past few years, there has been a marked change in public sentiment, as regards mural decorations. Wall paper, which stood almost alone in the field some years back, has had its supremacy challenged all along the line.

This evolution was felt first of all, in the decoration of churches, libraries, court houses and other buildings of a public nature. But gradually, the possibilities of paint, became more generally recognized, and it was not long before kitchens in private residences began to be treated in this way. Housewives readily understood the sanitary advantages of a finish, which could be cleaned repeatedly, without rubbing off or fading.

Paint manufacturers are aggressive, and they lose no opportunity of working up anything in the paint line, which seems likely to catch the public fancy. So it was not long before still further lines were introduced for the decoration of the home. Finally, paints were put on the market, which, when stencilled on the borders were suitable for any room in the house, from the den to the guest chamber.

About Color Harmonies.

And then another difficulty presented itself. People who were convinced that paint was the proper interior finish for their home, when it came down to the fine point felt themselves at a loss to know just what colors or color combinations would be suitable for their different rooms. Many of those who went ahead and planned their own decorations produced gaudy or inharmonious effects which by no means did justice to the surroundings.

But the manufacturers were not to be daunted. Almost without exception, they have supplemented their ordinary color cards, with fine colored plates, showing in concrete form the color combinations which experts have suggested for varying conditions. With this before them, buyers could select a combination which suited them, and use exactly the same colors in their own rooms. If they wanted something out of the ordinary, by consulting the manufacturers, expert advice on color harmony could be procured.

How Hardwaremen Can Benefit.

By extensive magazine and newspaper advertising, paint manufacturers are undoubtedly gaining many converts to this style of home interior decoration. Every dealer who handles paint, will no doubt receive enquiries from his customers, who are thinking of doing some work of this kind. If he does not actually receive enquiries, he can help to stimulate business by keeping in touch with owners of new houses or old ones which should be re-decorated, and suggesting that they should try some of the new paint specialities.

In carrying on a campaign to increase this department of his paint business, the dealer will do well to co-operate closely with his manufacturers. They will be able to supply him with good literature, and to advise him as to the best methods of procedure.

Now is the time for hardwaremen to get after this business, which promises to become an important trade bringer. One of the best features of these paint specialties is that their sale will not be confined to any particular season. They will be in demand at all times.

MAIL ORDER COMPETITION.

The complaint is sometimes raised by retail paint dealers that mail order buying affects their trade to some extent. The progressive dealer need have no fear of the catalogue house, if he carries a good stock of paints and makes an effort to create sales.

The mail order house is at a serious disadvantage in selling paints. In order to buy by mail, it would be necessary to write first for color cards. After the order had been sent in, more delay would ensue before the goods came back. The chances are that the supply ordered would be either too much or too small for the job in hand ; the average man is not in a position to judge accurately exactly how much will be needed for the work. If too much is bought, the extra supply cannot be sent back ; if too little, more delay follows before the supply can be replenished.

The advantages, therefore, of dealing direct with the paint merchant are quite obvious. If enough is not secured at first, an extra supply can be bought in a very short time. The over supply can be taken back. In addition, the order can be filled in the first place and if the customer is dissatisfied with results, he knows where he can secure redress.

With so many points in his favor, the paint dealer should have no difficulty in breaking up the mail ordering habit in his locality. He will find it necessary, however, to keep a good stock, both as regards quality and assortment. In addition it will be necessary to pay strict attention to the department and to advertise. The word "advertising" comprises. more than the use of printers' ink. As a contemporary aptly puts it : "Advertising is not always spending money in newspapers. Every time a dealer smiles at a business acquaintance, it is advertising. Good will is not always the good will of the business. It is just as often the good will shown towards customers or prospective customers. A dealer's personality, however, is not always his own. He imparts it to his clerks and his clerks more accurately reflect his personality than he does himself, because as he treats his clerks, so the clerks act toward customers, so that the dealers' personality, advertising and good will, are the principal assets to fight local competition as well as mail order houses."

Would Tariff Reduction Affect Cost of Linseed?

Paint Man Believes That Putting Flaxseed on the Free List Would Cause an Increase in the Price of Oil—Delegation at Ottawa Asking Bounty.

Would reciprocity, as proposed in the agreement now before the Canadian and American houses, have any effect on the price of linseed oil?

One paint manufacturer believes that the reduction of flaxseed to the free list would have a very disturbing effect on linseed. In fact, he has figured it out that there would be an advance in the price of the oil. As linseed oil has already reached the point where further advances are to be regarded with a measure of apprehension, this question is worth giving consideration to.

Another point argued by the same man is that Canadian prices would no longer be affected by conditions on the London market. Duluth, he contends, would become the point of chief interest and Canadian prices would be set there.

Other paint men interviewed were not inclined to this view of the matter. "I haven't given the question much thought," said one man. "but it does not seem to me that there is any very serious danger of an increase. The reduction, I think, would be too small to have any appreciable effect."

Still another asserted that "it was possible the price might be affected," adding, "one thing is certain. The price of linseed oil will not go down as a result of the change."

WANT A BOUNTY.

Asking that the Canadian Sheet Steel corporation of Morrisburg be granted a bounty on its output, a large delegation visited Ottawa and saw the Minister of Finance . The deputation, according to a despatch from Ottawa, had an idea that the steel bounties would be renewed and wished to be included in them. The deputation included E. E. Clive, manager, W. B. Lawson, K.C., Reeve Gibson and over a hundred other residents of that locality. The reciprocity proposals place sheet steel on the free list but to this the delegation do not object. It is a bounty they want.

MONTREAL HARDWARE HOCKEY LEAGUE.

Montreal, Feb. 15.—Last night the hockey contests of the Wholesale Hardware Hockey League were held in the Victoria Rink before a large crowd of spectators.

A good of interest is felt for next Tuesday's game, February 21, in which Lewis Bros. play Frothingham & Workman. The latter are the only club that have defeated Lewis Bros. this season.

The games this week resulted as follows:

Lewis Bros. Ltd (5). Jas. Walker Co. (0).

Frothingham & Workman (5) vs. Thos. Robertson Co. (2).

Canadian Fairbanks (6) vs. Starke-Seybold (2).



At the Peterboro Convention

Every retail dealer in paint attending the Convention at Peterboro can see a full line of ready-to-use

M.L. Paint Long-Protecting
Floorglaze Long-Wearing
Elastilite Non-Marring

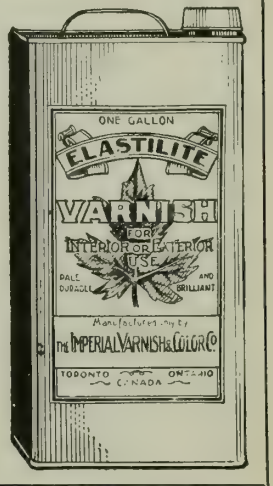
which makes a complete line, carrying full profits, satisfying difficult customers. Finest paints and colors, and a full selection always ready for shipment.

Write for particulars, or see our line at Peterboro, Feb. 21 to 24

Imperial Varnish & Color Co., Ltd.

8-24 Morse Street, Toronto

Stocks at 106 Princess Street, Winnipeg—527 Beatty Street, Vancouver



Of Interest To Dealers

WHEN you hear a varnish salesman talk—note carefully what he says. Reduce what you can to actual facts—things that he can prove to you, or things you already know. Accept no general statements and make him prove every utterance.

Consider carefully and decide your purchase on the **known** quality of the varnish, the fame and prestige of the varnish line, the advertising and other co-operation given you.

The Pratt & Lambert salesman does not falsify. He does not have to. He presents the facts about Pratt & Lambert Varnishes and their large sale. You consider these facts. If you believe what he has told you about the manner in which Pratt & Lambert do business for you and for themselves you give him the order. Most every knowing Dealer does. If you don't **know**—write.

PRATT & LAMBERT-Inc.

VARNISH MAKERS 62 YEARS

24 COURTWRIGHT STREET, BRIDGEBURG, CANADA

FACTORIES:
BRIDGEBURG, CANADA

LONDON PARIS HAMBURG
NEW YORK BUFFALO CHICAGO

Benjamin Busy

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Feb. 16.—With the approach of spring a marked improvement in general business is noticeable and while the high price of linseed oil undoubtedly acts more or less as a deterrent to free buying general conditions are so favorable that it is incumbent upon dealers to order early and avoid the inevitable spring congestion. With the exception of a continued scarcity in linseed oil no changes have taken place during the week and prices continue firm.

Linseed Oil.—Prominent men in the trade express themselves as being unable to see any glimmer of hope that the extreme conditions in regard to linseed oil will be relaxed. It has been pointed out by one of the leading crushers in regard to prices that the highest recorded in London was in 1835 when £47 10s was quoted. This is practically $1.09 a gal. Cables from London this week quote linseed oil at £51 10s or $1.15 per gal. The minimum price recorded was from 36 to 40 cents a gal. Since the advances of a week ago no change has taken place. Some quote $1.17 raw and $1.20 boiled; others $1.20 raw and $1.23 boiled.

Turpentine.—The high price of turpentine teaches economy in this article and tends to encourage a certain amount of substitution. Trade is rather quiet. We quote $1.15.

Ready Mixed Paints.—Some of the larger buyers are tired of waiting for lower figures and are placing orders with much freedom. Consequently, a good healthy movement is reported in ready mixed paints of all descriptions.

Dry Colors.—There is a fair enquiry for dry colors such as chrome yellow, gold ochres, Venetian reds and oxides. These items have not been advanced to any appreciable extent and there has been no interruption to their general use.

Varnishes and Japans. — Varnishes both in small tins and barrels are being shipped in increasing volume and it is noted that the tendency to order in handy packages is more pronounced than formerly when 5 gals. tins was the favorite mode of shipping.

TORONTO.

Toronto, Feb. 17.—The paint market has been marked during the past week by further advances in linseed oil, turpentine and wood alcohol. Although it was asserted and confidently felt that high water mark was reached some time ago, the prices continue on the upward trend. Last Saturday linseed oil was advanced 2c and turpentine 5c. Rosin has also advanced.

Another important change was made in the prices governing linseed oil on Saturday. It has been the custom to charge 5 cents extra for all bulk less than one barrel, but in future the additional charge will be 7 cents.

Reports are current to-day of advances in the price of varnishes and prepared materials. Some manufacturers have already made increases in their price lists, but in no case does the additional amount equal the advance in raw materials.

Linseed Oil.—The price quoted here now is $1.20 for raw and $1.23 for boiled in less than 5 barrel lots. The advance was put into effect at the end of last year and was due to the fact that no relief had appeared on the seed at market. In view of this condition and the additional fact that a considerable amount of business is being looked for delivery early in March, those in close touch with the situation are not inclined to expect much relief in price quotations for some time at least. Stocks hereabouts are reported to be very light and this will also prove a factor in determining future prices. Sales of linseed have fallen off to some extent.

Turpentine.—A sharp advance is reported in turpentine and, whereas $1.15 was the prevailing quotation last week, most supply houses are asking $1.20 now. The advance is due primarily to a further decrease in the amount of stock held in the states of Georgia and Florida. Last year at this time there were 25,000 barrels of turpentine at Savannah; last week's report from that point showed less than 3,500 on hand. In consequence, there is every prospect of serious shortage until the new supply starts to come on the market. Better prices are anticipated then but not before then, unless something very unexpected crops up to alter the present condition of affairs.

It is reported that during the past week some contracts have been made for new turpentine to be delivered in the months of May, June, July and August at a much higher price than was realized at any time during the same months of the year 1910.

Rosin.—The situation on the rosin market is identical with turpentine. Stocks are reduced and prices have advanced from 5 to 10 cents per barrel during the past week.

White Lead.—The dullness which is noticed in other paint lines is also felt in white lead. The demand is fairly light, despite the fact that the price remains firm. With linseed oil increasing in value, there has been considerable speculation as to whether white lead would keep pace, but so far nothing has been done.

Putty.—This is an off season for putty and few orders are being received: Standard putty is quoted at: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Varnishes and Japans.—A number of varnish manufacturers have sent out new price lists, showing advances in all varieties. The expectation is that the rest will follow suit shortly, the price of the ingredients making this course almost compulsory.

Petroleum.—The prices for refined oil stand firm as follows: Canadian prime water white, 12½c; United States water white, 14c; Pratt's Astral, 16c.

Brief Paint Notes

At the Bonspiel.

Many hardware and paint dealers have been attending the bonspiel at Winnipeg. The offices of Brandram-Henderson Ltd., Lombard Street, were thrown open for their benefit and many visitors are reported to have called.

A Paint Window.

Considerable interest at the convention will attach to a paint window, which is being designed by the Kingan Hardware Co. It will be devoted solely to displaying paints and varishes and promises to be an object lesson to dealers who have heretofore failed to realize the necessity of giving paints proper attention in this respect.

Price of Wood Turpentine.

E. Fielding, Toronto, says: "In accordance with the advance in turpentine, manufacturers of wood spirit turpentine are putting their price up to within 10 cents of the price of the gum variety, produced from live trees. Offerings at very much lower than the regular price are being made for a variety of turuentine containing adulterants. To overcome the odor of the wood spirit some petroleum producted have been used with considerable success."

South Dakota Paint Bill.

Bills have been introduced in the South Dakota Assembly to regulate the sale of paints. One clause reads as follows: Section 1.—It shall be the duty of the State Food aod Drug Commissioner to furnish to the auditor of each county in the state a certified list of the adulterated and misbranded foods (and products entering into the preparation of foods), beverages, candies, drugs, linseed oils and all other products and preparations under the jurisdiction of said food and drug commissioner and his assistants. Said list shall show the brand and name of the article, the manufacturer or jobber and the reason for classing the same as illegal, together with any necessary comments thereon. The county auditor of each country shall cause the said list to be printed in the official papers of each county. Such publication shall be made not more than four times each year and shall be paid for by such county at the rate allowed by law for publishing the proceedings of the board of county commissioners.

OPENING TORONTO BRANCH.

The Martin-Senour Co. have found their Ontario business growing so fast that they have decided to open a branch office and warehouse in Toronto. The exact location has not yet been announced, but will be shortly. A full line of prepared paints and specialties will be carried in stock at all times.

LOOKING AFTER EMPLOYES.

During the severe blizzard that prevailed in Montreal last week the Canada Paint Co. stopped shipping and utilized their team in sending their work people home to various parts of the city. The teamsters each rejoiced in a new briar root pipe and two plugs of tobacco, with which they were presented a few days afterwards.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

Read That Sentence Over Again

It Means Quick Sales
And Permanent Sales

Remember that this is the guarantee on every can of B-H "ENGLISH" PAINT—the white base is 70 per cent. Pure White Lead—30 per cent. Pure White Zinc—100 per cent. Pure—mixed ready for use with Pure Linseed Oil, Turpentine and Dryer.

Realize what this means to you and your clerks—and to your customers.

It gives you and your clerks confidence in selling.

With paint made on this formula, there is no shadow of a doubt in your mind that you are giving your customers the highest grade that can be made.

Your customer does not hesitate. He knows that value and good results are there.

Quick sales follow.

There is high-grade advertising back of this high-grade Paint.

You will want further information about our confidential prices and selling helps.

Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb....	0 08	0 08

BABBIT METAL

Canada Met al Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 23c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 22
Rods, base ½ to 1 inch, round		0 21
Tubing, seamless base, per lb.....		0 25
Tubing, iron pipe size, 1 inch base..		0 23
Copper tubing, 4 cents extra.		

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water ga te valves, screwed and flanged, 62½ and 10 p.c.
Ker r N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.	
Casting ingot.....	13 75	13 50
Cut lengths, round bars, ¼ to 2 in, .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron ,special.....	20 00	....
Carron, soft.....	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....		22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (800)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Fire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 75	2 90
All bright, 52 sheets.....	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—	Montreal	Toronto
22.....		3 65
24.....		3 70
26.....		3 75
28.....		4 00
Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02¼	0 02¼
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap,No.1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers.....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	4 50	5 00
Sheets, 3 to 6 lb. ft.....	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 00 44 45

Charcoal Plates—Bright.

	Per box
M L S, Famous (equal Bradley)	
I C, 14x20 base.....	$6 00
I X, 14x20 base.....	7 25
I X X, 14x20 base	8 50
Raven and Vulture Grades—	
I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x20 base.....	7 00
I X X X, 14x20 base.....	8 00
"Dominion Crown Best"—Double. Coated, Tissued.	
I C, 14x20 base.....	5 50 5 75
I X, 14x20 base.....	6 50 6 75
I X X, 14x20 base.....	7 50 7 75
"Allaway's Best"—Standard Quality.	
I C, 14x20 base.....	4 50
I X, 14x20 base.....	5 25
I X X, 14x20 base.....	6 00

Bright Cokes

Bessemer Steel—	
I C, 14x20 base.....	4 25
20x28, double box.....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin.....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	
" 14x60, " }	7 00
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2.70; 6 wire solid line, No 17. $4 45; No. 18, $3 10; No 19, $2 80. Al prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2 90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6. Coppered, 75c ; oiling, 10c; in 25-lb. bundles, 15c ; in 5 and 10-lb. bundles, 25c ; in 1-lb. hanks, 25c ; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c ; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.85 base f.o.b., Montreal, Toronto, Hamton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs.; Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2 80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....	....	2 45
Galvanized, plain twist.....	.....	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.....		2 85
Plain.....		2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb.....	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)..		0 07
Litharge, ground.....		0 05
" flaked.....		0 05½
Green copperas (green vitrol)....		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure		0 09
Chrome yellow, pure.....		0 18
Golden ochre, pure		0 11
French ochre, pure.....		0 09
Chrome green, pure		0 11
French permanent green, pure..		0 15
Signwriters' black, pure		0 17
Marine black, 25 lb irons.....		0 05

GLUE

French medal.....		0 10
German common sheet.....		0 10
German prima.....		0 15
White pigsfoot.....	0 15	0 20
Brantford medal.....		0 10
" golden medal.....		0 11
" brown sheet.....		0 10
" golden sheet.....		0 13
" gelatine.....		0 22
" white gelatine.....		0 20
" white glue.....		0 12
" 100 flake.....	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 19½	0 19½
Packets, 1-lb., 100 in case.....	0 21½	0 21½
" ½-lb., " "	0 23½	0 23½
Tins, 1-lb., 100 in case.....	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs.....	0 09½

PREPARED PAINTS.

	Per gallon	in qt. tins
Sherwin-Williams paints, base.....		2 00
Canada Paint Co.'s pure.....1 75		2 00
Globe house paint (Windsor).....		1 60
"New Era" house paint (Windsor)..		1 70
Benj. Moore Co.'s "Egyptian" B d		1 50
Moore's pure linseed oil, H.C..		1 65
Brandram-Henderson s "English"		1 95
Ramsay's paints, Pure		1 60
" Thistle.....		1 30
Martin-Senour 100 p.c. pure		2 00
Senour's Floor Paints.....		1 60
Jamieson's "Crown and Anchor"		1 60
Jamieson's floor enamel.....		1 75
Island City pure paints.....		1 60
Sanderson Pearcy's, pure		1 65
Robertson's pure paints.....		1 65
Sterling.....		1 60



Name and Design Registered Patented 1910

We will make a special Exhibit of

BOECKH'S

"Steel Grip" Painters' Brushes

at the Hardware Dealers' Convention at Peterboro.

Our salesmen will be pleased to explain to you the advantages in handling this line—goods that are guaranteed and invariably give satisfaction to your customer.

BRING A LIST OF YOUR REQUIREMENTS IN BRUSHES. OUR REPRESENTATIVES WILL HAVE A COMPLETE LINE OF SAMPLES IN THE ORIENTAL HOTEL SAMPLE ROOM, WHERE YOU WILL BE ABLE TO MAKE YOUR SELECTIONS FROM OUR WIDE RANGE OF QUICK SELLING LINES. REMEMBER BY PLACING ORDERS EARLY IT ENSURES DELIVERY OF GOODS WHEN REQUIRED.

THE BOECKH BROS. COMPANY, LTD.

Head Office - TORONTO

You Are Quite Right

If you see the LITTLE CHURCH on the label of the package of Alabastine you sell, then you are safe—it is genuine. You sell the real article—

Church's Alabastine

because it doesn't pay you to try to fool your customers with kalsomines that decay on the walls and ceilings of their rooms. It is so annoying you know, when they begin to rub and scale off, as they will in time; and then it is such a "nasty muss" to wash and scrape the room when you want to do it over again.

We advise you to buy ALABASTINE. The ever-growing demand is for a pure and sanitary wall coating that will not rub off and is ready for use in cold water. With our new mines and up-to-date $60,000.00 plant nearing completion we can fill all orders promptly. We advise you to order NOW.

The ALABASTINE CO., Limited, PARIS, Ont.

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12½
U S. Water white "		0 14
U.S. Pratt's astral "		0 16
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 20
Wood Turpentine		0 80
Linseed Oil, " raw	1 11	1 15
" " boiled	1 14	1 18
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		3 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Cee Pee Co. enamel		4 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B. H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		3 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅝ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
" "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR MATS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch per gross	9 00
" " ⅞ " "	10 00
" " 1 " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
⅜ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.'& 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO
NEVER LEAK ROOFING
The GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old style *tin caps* for Congo, but *galvanized caps* which never rust.

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by a little investigation. As to its wearing properties—we guarantee them. Can any reasonable man ask more? Further information on request.

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont. Fife Hardware Co., Fort William, Ont.

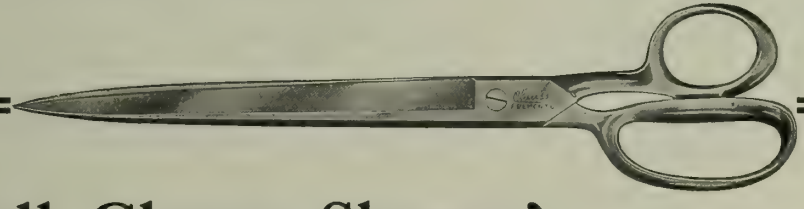
IT IS THE WIDE AWAKE DEALER

who gets the lead in the building trade. CONTRACTORS know the man who sells the right ROOFING and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always. Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces



Ordinary Straight Trimmers

Why Sell Clauss Shears?

We can't give you all the reasons in a short talk like this! But here are just a few:

They cut from heel to point — They work easily and smoothly
They do not cramp the hand — They are perfectly nickel-plated
The screw does not come loose

Clauss goods are the most complete line of cutlery in the world. Our catalogue will convince you. Send for it to-day.

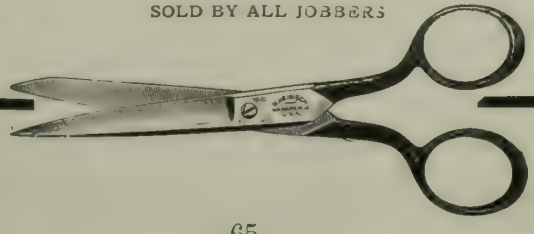
CLAUSS SHEAR CO. - - - - - - 169 Spadina Avenue, Toronto

HEINISCH

The above name on TAILOR SHEARS, TINNER SNIPS, SHEARS OR SCISSORS is your absolute guarantee of the very highest quality obtainable. We have 85 years' experience behind us, and the care taken in the selection of raw materials, together with correct tempering of the blades, have made HEINISCH GOODS the standard for the world. You will gain prestige with every pair of HEINISCH SHEARS you sell.

SOLD BY ALL JOBBERS

R. Heinisch's Sons Co. ***Newark, N.J., U.S.A.***



KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5 10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.35 doz.
Prospectors' hammers, 18½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ¾ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada lver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 8-16 inch and larger	0 24

Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.
Jute, ¾ and upwards, 9c.; under ¾, 9½c.

Lath yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
North Bros., No. 30 per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe....per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Cbokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

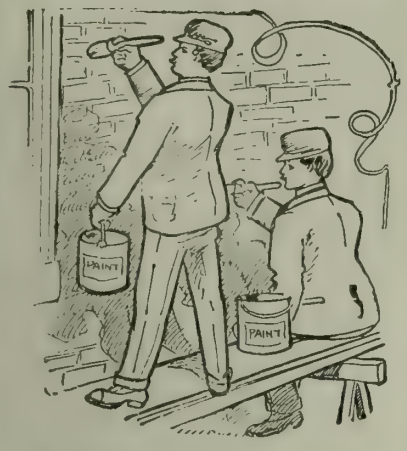
WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Demonstrate Your Wares



It isn't necessary for you to get out on a platform and paint a wall, but it is necessary for you to have a paint that will stand that test.

Have you got it?

Couldn't you increase your trade if you had the right paint to paint right?

Couldn't you get more business if you had a genuine pure paint at a genuine low price?

Here it is.



Let us demonstrate what Ramsay's Paints can do for you in the way of a business-getter and a profit-maker.

You can have them if you act quickly.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

"DOMINION"

"The Crown of Quality"

Galvanized Canada Plates

Can always be depended on to give your customers satisfaction. The oldest brand on the market and still the most reliable.

Your jobber can get them for you.

A. C. LESLIE & CO., LIMITED

MONTREAL



TALKS ON PAINT SELLING

No. 13

There is an angle in connection with the Agency System that has proved a selling force of tremendous power to those who have applied it. It is the "FULL LINE AGENCY".

One notable feature of the Sherwin-Williams Products is that they include practically every article known to the paint and color trade from tube colors to paint for structural steel skyscrapers. While many of these products are not sold through the Agent, there are several distinct advantages which the "Full Line Agent" has over the merchant who mixes his lines.

First: The greater convenience and ease of conducting all your paint and varnish business with one good house. Second: You get the full benefit of all the advertising the Company does on any and all of its products that sell through the stores. With a complete stock you never have to turn away an inquiry or offer a substitute. Third: You become so closely identified with the manufacturer that you are its true and best representative and the public so recognizes you. Fourth: Customers are pleasantly surprised to find all their purchases bear the name of one familiar maker. It gives them added confidence. Finally: Your stock always looks neat and uniform. It is easier for you to keep it in good shape and it lightens much of your stock-keeping difficulties because you can always see its condition at a glance.

The Sherwin-Williams Full Line Agency will positively stimulate your whole paint and varnish business.

THE SHERWIN-WILLIAMS CO.

1088

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Alabastine Co ... 63
American Shearer Co... 92
Anthony, M. B... 92
Armstrong Bros. Tool Co... 93
Atkins & Co., E. C ... 32
Atlas Mfg. Co... 92
Aylmer Pump and Scale Co... 99

Barber Asphalt Paving Co... 31
Barnett, G. & H. Co....outside back cover
Barton Netting Co... 27
Belleville Hdw. & Lock Mfg. Co., Ltd. 1
Bemis & Call Hardware and To l Co... 91
Bigsbey & Sons, W. T.... 78
Bird & Son, F. W... 35
Boeckh Bros... 63
Bosse & Banks... 92
Bowser, S. F., & Co., Ltd... 77
Brandram-Henderson, Ltd... 61
Brantford Roofing Co... 12
Bridgeport Hdw. Mfg. Corp... 33
Brown Boggs Co., Ltd. ... 26
Buffalo Mfg. Co... 95
Burman's Clippers ... 85
Burrow Stewart & Milne Co., Ltd.... 25

Cameron & Campbell... 92
Canada Bolt and Nut Co... 30
Canada Cement Co... 27
Canada Foundry Co... 90
Canada Glue Co... 6
Canada Metal Co... 92 98
Canada Paint Co... 69
Canada Steel Goods Co... 8
Canada Wire Goods Mfg. Co... 90
Canadian Commercial Motor Car Co.. 23
Canadian Copper Co... 21
Canadian Hart Wheels... 92
Canadian Sales & Mfg. Co... 93
Caverhill, Learmont & Co ... 5
Cavers Bros... 91
Chadeloid Chemical Co... 77
Chicago Flexible Shaft Co... 22
Chicago Spring Butt Co... 1
Christy Safety Razor Co., Ltd... 6
Clauss Shear Co... 85
Collins Mfg. Co... 92
Connor, J. H., & Son... 24
Copp, W. J., Sons & Co... 93
Covert Mfg. Co... 93
Cummer Dowswell, Ltd... 11

Davidson, Thos., Mfg. Co... 8
Directory of Manufacturers... 92 93
Disston, Henry, & Son... 9
Dominion Cartridge Co... 36
Dominion Roofing Co., Ltd... 84
Dominion Wire Mfg. Co... 82
Dorken Bros.... outside front cover, 95
Dougall Varnish Co... 73

Ellin & Co., Ltd., Thos... 31

Fenn Mfg. Co... 82
Ford Auger Bit Co... 90
Frothingham & Workman, Ltd... 4

Gendron Mfg. Co. Ltd.... 84
Gibb, Alexander... 92
Gilbertson, W., & Co... 21
Gillette Safety Razor Co..inside front cover
Gipe Carrier Co., The... 9
Glidden Varnish Co... 75
Goldie & McCulloch Co... 15
Goodell-Pratt Co... 83
Goodhue & Co., Ltd., J. L... 90
Gravel, Ludger... 88
Greening, B., Wire Co....inside back cover
Griswold Mfg. Co ... 36
Grove Chemical Co... 91
Gutta Percha & Rubber Mfg. Co.... outside back cover

Hamilton Cotton Co... 21
Harrington & Richardson Arms Co 30
Harris, J. W., Co... 35
Heinisch. R., Sons Co... 65
Hill, Jas., & Co... 21
Hobart, Bird & Co., Ltd ... 27
Hohlfeld Mfg. Co... 85
Howland, H. S., Sons & Co... 7
Hutton, Jas., & Co... 90

Imperial Varnish and Color Co... 59
International Tool Co ... 31
International Varnish Co... 74

James & Reid... 93
Jardine, A. B., & Co... 21
Jones & Atwood, Ltd... 24

Kyle, P... 92

Laidlaw Bale Tie Co... 33
Leipsic Fair... 90
Leslie, A. C., & Co... 67
Lindsay, Chas... 93
London Foundry Co... 96
London Bolt and Hinge Works... 92
London Rolling Mill Co... 88
Lufkin Rule Co... 13
Lysaght, John.....outside front cover

McArthur, Alex., & Co... 65
McClary Mfg. Co... 10
McDougall, R., Co... 14
McGlashan-Clarke Co., Ltd... 33
McKinnon Chain Co... 87
MacLaren & Co.... 89

Magnolia Metal Co... 26
Martin, L. Co... 77
Martin-Senour Co... 73
Maxwell, D., & Sons... 16
Mayo & Brown... 92
Meriden Britannia Co ... 17 18
Metal Shingle and Siding Co.... ....34 91
Metal Stamping Co... 81
Metallic Roofing Co... 2
Mitchell & Co., David... 92
Montreal Rolling Mills Co... 69
Moore, Benjamin, & Co... 19
Morris & Bailey Steel Co... 33
Morrison, James, Brass Mfg. Co... 98
Myers & Bro., F. E... 93

National Equipment... 81
National Hardware Co... 35
Newman, W., & Sons... 92
Newmark, Louis... 25
Nicholson File Co... 89
Nickel Plate Stove Polish Co... 91
North Bros. Mfg. Co... 1
Nova Scotia Steel and Coal Co... 88

Oakey, John, & Sons... 21
Oneida Community.. ... 11
Ontario Lantern & Lamp Co., Ltd.... 85
Onward Mf g Co... 94
Otterville Mfg. Co... 90
Owen Sound Wire Fence Co... 84

Parker Wire Goods Co... 91
Parmenter Bullock Co., The... 92
Paterson Mfg. Co... 65
Pearson, Geo. D. & Co... 21
Pease Foundry Co... 71
Peterborough Lock Co.... 20
Pilkington Bros... 78
Pinchin Johnson & Co., Ltd... 76
Pink, Thos... 97
Pratt & Lambert Inc... 59

Ramsay, A., & Son Co... 67
Robertson Mfg. Co., Ltd., P. L... 91
Robertson, Jas., Co... 71
Rogers Son & Co., Hy. ... 80 99
Ross Rifle Co... 100

Salyerds, E. B ... 27
Samuel, M. & L., Benjamin, & Co... 96
Schuchardt & Schutte... 83
Seymour, Henry T., Shear Co... 88
Sharratt & Newth... 93
Shaw, A., & Son... 93
Sherwin-Williams Co... 67
Sheet Metal Products Co... 2
Shurly Dietrich Co. Ltd... 95
Simonds Canada Saw Co... 84
Sonne, Thos., sr... 92
Spear & Jackson, Ltd... 87
Standard Chain Co ... 99
Standard Paint and Varnish Co... 71
Stanley Rule and Level Co ... 87
Steel Co of Canada, Ltd.... 100
Stevens-Hepner Co... 83
Stewart Mfg. Co., Jas., Ltd. ... 25
Still, J. H., Mfg. Co.... ... 89
Stratford Mfg. Co... 34

Taylor-Forbes Co.....outside front cover
Thompson, E. & S. H...outside back cover
Tobin Arms Mfg. Co., Ltd... 9
Toronto Plate Glass Importing Co.... 93

Union Metallic Cartridge Co... 86
Universal Vacuum Cleaner Co... 15

Want Ads... 72
Warminton, J. N... 83
Watson Mfg. Co., John... 93
Western Distributors, Ltd... 92
Western Wire and Nail Co... 93
White Mop Wringer Co... 21
Whitman & Barnes Mfg. Co... 97
Whittock & Marlatt.... ... 92
Winnipeg Paint and Glass Co., Ltd.... 69
Wiss Shear Co... 28 29
Woodstock Wagon & Mfg. Co... 88
Wright, E. T., & Co... 95

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New Yor

Box Strapping
J. N. Warminton, Montreal

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co , Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., Toronto

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Carriers—Cash—Parcel
The Gipe Carrier Co., Toronto

Cartridges.
Dominion Cartridge Co., Montreal
Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto
W. R. Humphreys & Co., Ltd., Sheffield, England
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Cycles
Hobart, Bird & Co., Ltd., Coventry, Eng.

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto,
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co , Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

WE

CORDIALLY INVITE THE HARDWARE FRATERNITY AND THEIR FRIENDS VISITING THE ANNUAL CONVENTION OF THE RETAIL HARDWARE ASSOCIATION IN PETERBORO TO MAKE THEMSELVES KNOWN TO OUR REPRESENTATIVES. MR. HENRY CLUCAS AND STAFF WILL READILY BE FOUND AT OUR EXHIBIT. IF YOU HAVE ANY "KNOTTY" QUESTIONS IN YOUR "BOX" SUBMIT THEM TO THE ABOVE SALESMEN, AND RECEIVE FULL INFORMATION REGARDING PAINTS, COLORS, VARNISHES, ENAMELS, STAINS. OUR DISPLAY WILL BE FOUND TO BE UNIQUE AND A VALUABLE OBJECT LESSON.

THE CANADA PAINT COMPANY LIMITED

A Transparent Proposition

Glass Stock Low? Renew your orders. Glass is always salable.

All kinds of Window and Picture Glass from 16 oz. to 32 oz.

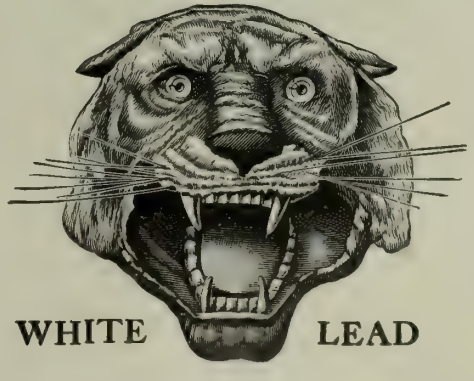
Also Art, Ornamental and Fancy Glass.

Write for Price List.

THE WINNIPEG PAINT AND GLASS Co LTD
EVERYTHING FOR A BUILDING

EDMONTON - - - WINNIPEG

THE CALGARY PAINT & GLASS CO., LTD., CALGARY.

TIGER  BRAND

WHITE LEAD

We are now booking White Lead orders for delivery to May 15th, and would welcome your inquiries.

Tiger Lead has been on the market for over 30 years and is favorably known to all practical painters for its reliable qualities.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont
Charles Lindsay, Glasgow, Scotland

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Hammocks
Hohlfeld Mfg. Co., Philadelphia

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
E. B. Salyerds, Preston.
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lampblack
The L. Martin Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern and Lamp Co., Hamilton, Ont
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Lights, Gas
Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Christy Safety Razor Co., Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg, Mass.
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
Kemp Mfg. Co., Toronto
McClary's, London, Ont.
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterworth Fdy. Co., Ottawa
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal.
U.S, Steel Products Export Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
McDougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

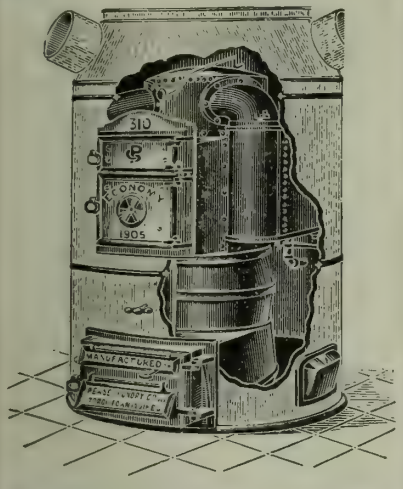
Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

We Make No Secret

of the composition of

New Era Paint

Here it is—Pure White Lead, Oxide of Zinc, Pure Linseed Oil, Turpentine and Turpentine Japan Dryers. Everything needed for a best quality paint and everything of the best quality. "NEW ERA" covers more surface, lasts longer, holds its color better, stands changes of weather and gives a more brilliant finish than any other prepared paint.

WRITE FOR PRICES

Standard Paint & Varnish Works Co.
WINDSOR, ONT. LIMITED

There's most Money in Robertson's Paints for the dealer



When you buy Paint — get Paint value, "ROBERTSON" value—dollar for dollar.

Don't have the high selling expenses of some manufacturer come out of *your* pocket.

Don't dig into *your* profits — increase them. By handling "ROBERTSON'S" Paint.

The old, reliable, always dependable kind. Let's talk over our Agency Proposition.

We want to meet you at Peterboro Convention. Look for Booth No. 7. The house of many colors.

The James Robertson Co., Ltd.
TORONTO

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

ARTICLES FOR SALE

FOR SALE—A set of tinsmith's tools, in good condition. Box 1072, HARDWARE AND METAL, Toronto. (9)

BUSINESS CHANCES

FOR SALE - Live hardware, doing business in one of the best districts in Western Ontario. Apply to Box 1077, HARDWARE AND METAL, Toronto. (8)

FOR SALE—First-class hardware business for sale in the most thriving city in Canada, the largest banking turnover and pay roll of any place the same size. Ill health reason for selling. Box 1081, HARDWARE AND METAL, Toronto. (tf)

FOR SALE—General hardware business, located in one of the best farming districts of central Ontario. Two railways enter town, high school, etc. Stock and fixtures about $4,000; turnover $9,000. Good reasons for selling. Box 1080, HARDWARE AND METAL, Toronto. (9)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

FOR SALE—Hardware, tinsmith and plumbing business in a live town. Good reasons for selling. Box 1075, HARDWARE AND METAL, Toronto. (5tf)

FOR SALE—Hardware and tinsmithing in good Saskatchewan farming and coal mining district. Stock $4,000; turnover $10,000. No opposition. Box 1082, HARDWARE AND METAL, Toronto. (9)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE—In thriving Ontario village, a well established stove, hardware and jobbing business composed of eavetroughing, roofing, furnace work and plumbing, shop and house combined. Also good barn, splendid set of tools and stock. Will sell or rent tools and premises. Stock at present $1,500, can be reduced if necessary. Possession can be given at once. Good reasons for selling. Splendid chance for young man, as only moderate capital is needed. Box 1076, HARDWARE AND METAL, Toronto. (7)

FOR SALE—In a thriving Ontario village, a fully equipped hardware, stove and tinware business, composed of eavetroughing, roofing, furnace work and plumbing. A full set of tools and no dead stock. Will sell stock and tools. Store leased. Stock $5,000, can be reduced if necessary. Owners have an interest in the West and can give possession at once. Box 1085, HARDWARE AND METAL, Toronto. (7)

WANTED—To buy, a hardware business in a growing town. Write, giving particulars, to Box 1084, HARDWARE AND METAL, Toronto.

SITUATIONS VACANT

TINSMITH—Experienced, able to take charge of this department. Expert on furnace work. Good position to capable man. The Best Stove and Hardware Co., Peterborough. (9)

WANTED—Two stock clerks and one pricing clerk in wholesale warehouse. Good openings for experienced men. Apply, stating experience and salary expected, to Box 2959, Winnipeg. (9)

WANTED—Foreman tinsmith. Must be first-class on general work, cornice work not necessary. Must have knowledge of plumbing and steamfitting. Good salary or could buy out interest in business. Large Western town in splendid agricultural district. Apply McCLARY MFG. CO., Winnipeg, Man.

SITUATIONS VACANT

WANTED—A young hardware clerk speaking both languages. State experience and salary expected. G. N. BOURQUE, Sherbrooke. (7)

WANTED—Experienced hardwareman for retail trade. Applicant to state experience, length of time in each situation essential. Must be good salesman, window dresser and stock-keeper, not afraid of work. Married or single. Earliest date could start. References, salary expected. Situation permanent if satisfactory. J. B. KERNAGHAN, Prince Albert, Sask. (7)

MISCELLANEOUS

DURING 1910 the MONARCH displaced hundreds of Typewriters of all makes. In 1911 we anticipate a still greater demand. We have cut down the allowance on these second-hand machines and consequently can sell them cheaper to you. They are carefully rebuilt and are guaranteed to give satisfaction or your money back. If you want a good, strong, clean working Typewriter at a mere fraction of the original cost, write us for catalogue. THE MONARCH TYPEWRITER CO., Ltd., 46 Adelaide Street West, Toronto, Ont.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

SITUATIONS WANTED

A HARDWARE SALESMAN, desiring to leave the road, wishes to obtain at once an active interest in such business in Western Canada. Can offer in exchange or as security equity to the value of $10,000 in first-class Western lands. Correspondence solicited. Address Box 1083, HARDWARE AND METAL, Toronto. (7tf)

HARDWAREMAN, eight years' experience in wholesale and retail, desires position as traveler or wholesale position. Can furnish recommends. Box 1087, HARDWARE AND METAL, Toronto. (8)

TRAVELER, having twelve years' connection with hardware trade through Quebec and Maritime Provinces, is open for position March 1st. Has been six years with present employers. Excellent references. Salary or commission. Address H.H., care HARDWARE AND METAL, Montreal. (7)

AGENCIES

AGENCIES WANTED for New Brunswick, by a young and progressive firm with good connections and references. Apply KINNEAR & CO., Manufacturers' Agents, Box 168, St. John, N.B. (10)

BRITISH AND CONTINENTAL Buying and Sales Agency, Metals, Hardware, Chemicals, Paints, etc. Englishman (established in Birmingham) with wide merchant and export experience in above and allied trades, is open to negotiate with first-class firm to act as Buying or Selling Agent. Advertiser is thoroughly acquainted with best British and Continental sources of supply and possesses valuable home and foreign connections. Bankers and commercial references. Apply "Business," care John Lewis & Co., Chartered Accountants, Birmingham. (8)

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

Get the Good Paint that Gets the Good Profit

Go in for **profit,** Mr. Dealer, just as hard as you please — profit is necessary — but be sure you do not sacrifice **quality** for the sake of a little extra gain, or you may ruin your reputation. Keep your reputation above reproach by selling a **good paint** and you will get the good profit that good paint always brings.

MARTIN-SENOUR PAINT

100 PER CENT PURE

is the good paint that will get the good profit for you, and your reputation and your business will grow better with every can that you sell.

Moral:—Get the Sales Agency — then give the Good Paint a Good Push and Get the Good Profit. Martin-Senour Paint will be a big winner for you.

Write today — say you want the agency — and we will tell you how to get it and help you to get the Good Profit.

THE MARTIN-SENOUR CO., Limited

PIONEERS PURE PAINT

Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

Good Paint



Good Profit

THE VARNISH DOUGALL VARNISHES THAT LASTS LONGEST

A Clear Varnish that is Transparent

DOUGALL VARNISHES

Have attained a reputation for absolute reliability that prepares a market for them. It is because of the perfect adaptability of the different kinds to their different uses that DOUGALL VARNISHES have gained their standing

TRANSPARENT WOOD FINISHES

are an example of this quality, every detail of the grain being brought out clearly. There is absolutely no muddiness in the finish when Dougall Transparent Wood Finishes are used.

Write for our Book: "Quality and Economy in Varnish and Varnishing."

THE DOUGALL VARNISH CO., Limited

J. S. N. DOUGALL, President

Associated with Murphy Varnish Co., U.S.A.

305 Manufacturers St., MONTREAL

Get Varnish Wise! Don't waste time at the Annual Convention. Look for "The Man Who Knows"—he'll tell you all about the best Varnishes and Finishes.



Handle honest products!
That's the secret of success in the Hardware business—
Because honest products mean repeat orders, steady profits, a permanent patronage.
When it comes to Varnishes and Finishes we are convinced that you will find International Products **superior** in every way.
But—don't take our say-so for that.
Ask for the proofs.
Accept the verdict of impartial judges—men who thoroughly understand what Varnishes and Finishes ought to be.
The world's largest corporations—prominent painters, decorators, architects and contractors are pretty unanimous in declaring International Products **the best by actual test.**
Talk to the **International Varnish Man** when in Peterboro'.
Tell him that you're from Missouri.
Ask him why "Elastica" is **the one perfect floor finish—**
Why "Lacqueret" is **a prime necessity in every home—**
Why "Satinette" is known as **the White Enamel that Stays White—**
Why "Flattine" Finish **saves labor and expense—**
Why Kleartone Stains (Acid & Oil) **are the best wood stains—**
Size up his reasons for yourself, and figure out **your profit possibilities** on the way home!

WORTH NOTING—All International Varnish Products are sold in Full Imperial Measure Cans.

Toronto INTERNATIONAL VARNISH CO. LIMITED **Winnipeg**

C 67

JAP-A-LAC

A HIGH GRADE

VARNISH AND STAIN COMBINED

NEW LIST PRICES--- In October we notified the trade by mail of the list prices effective November 1st. We were compelled to make this advance owing to the continued increase in the cost of raw materials, so that we could maintain the high standard quality of JAP-A-LAC that has always characterized the goods. The list prices of JAP-A-LAC are as follows:

ALL COLORS EXCEPT GOLD AND ALUMINUM

1-Gal. can Imperial Measure	Each, $3.50	Covers 480 sq. ft. (2 coats)
½-Gal. can	1.95	240
Quart can	1.10	120
Pint can	.60	60
½-Pint. can	.35	30
¼-Pint. can	.25	15

GOLD		ALUMINUM	
Size No. 3	Each, $1.10	Size No. 3	Each, .60
Size No. 2	Each, .60	Size No. 2	Each, .35
Size No 1	Each, .35	Size No. 1	Each, .25

JAP-A-LAC Crack and Crevice Filler, 2½ lb. packages, each ..... .50
JAP-A-LAC Crack and Crevice Filler, 1 lb. packages, each ..... .25
(One pound is sufficient for about 40 sq. ft. of surface)
JAP-A-LAC GRAINING TOOL (except when sold in the Model Floor Set) ..... .50
JAP-A-LAC GRAINING COLOR Size No. 1 each ..... .30
(One Jar of Graining Color is sufficient to grain about 100 sq. ft.)
JAP-A-LAC Model Floor Set, each $3.25

The above prices apply to sales in the Dominion of Canada only.

In order that all dealers may have no difficulty in obtaining the present list price, we are supplying the trade with small stickers to be attached to the cans, showing the prices now in effect. We shall be very glad to forward as many stickers as required, upon request, to any dealers.

We urgently request all dealers to secure the new prices on JAP-A-LAC. The high cost of raw materials warrants the list prices charged, and in order to maintain a uniform selling price we wish all dealers to secure the prices now in effect.

PROFIT--- The trade discount on JAP-A-LAC is 30 p.c. from the list prices, producing a profit on the cost of the goods of 42.85 p.c. In addition to this discount, JAP-A-LAC may be purchased under a special contract, providing for a further allowance as follows:

10% on purchases amounting to $100, and less than $250 (producing a profit of 58.73%)
15% on purchases amounting to $250, or more, - - (producing a profit of 68.06%)

This contract includes purchases not only of JAP-A-LAC, but of our Green Label Line of Architectural Varnishes and Advanced Finishes for modern building construction as well, thus making it possible for the smallest dealer to earn the maximum allowance by combining his purchases of JAP-A-LAC and general finishing materials.

Look over your stock and send in your spring order at once. Don't neglect to order a liberal supply of Gold and Aluminum JAP-A-LAC, as these Specialties are particularly rapid sellers.

The Glidden Varnish Company, Toronto, Ontario

CLEVELAND CHICAGO NEW YORK ST. LOUIS TORONTO

Glidden

PINCHIN, JOHNSON & CO. (CANADA) LIMITED

377-385 CARLAW AVE. - TORONTO, ONT.

CANADIAN FACTORY OF

PINCHIN, JOHNSON & CO., L'T'D.

LONDON ENGLAND

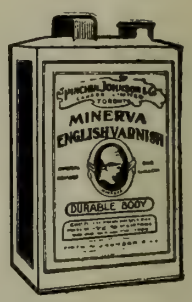
ESTABLISHED 1834

MANUFACTURERS OF

MINERVA PAINTS AND VARNISHES







Visit the Minerva Exhibit at the Peterboro Convention

Mr. Hardware Dealer—you cannot afford to miss the big display of Minerva Paints and Varnishes. The Minerva Man has some especially interesting paint information for you.

Minerva Paints and Varnishes need no introduction. Manufactured by one of the oldest and largest Paint & Varnish firms in the world they have won world-wide reputation.

The British Admiralty, the largest railroads, steamship companies and steamship builders in the world and the largest and most prominent decorators pin their faith to Minerva quality—they are constant users of Minerva Paints and Varnishes.

No better proof could be emphasized of the high excellence of these paints.

Minerva Brand Paints & Varnishes are made of the purest and best materials obtainable and always marketed in Full Imperial Measure Packages. The ingredients are thoroughly mixed and ground to the greatest degree of fineness by the most modern machinery.

The result is an article that assures absolute satisfaction under all conditions.

Visit the Minerva Exhibit, talk with the Minerva Man—learn the Minerva Proposition that insures a better paint business for 1911. Ask for dealer's price list.

Minerva Brand always signifies quality.

The Canadian Factory---Minerva House

TORONTO







C 68



A BOWSER Oil Storage System for Paint Oils. Installed in the Hookenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.

66-68 Fraser Ave., Toronto, Ont.

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co., Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

BRITISH GLASS P.B.

Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal — Busby Lane
Toronto — Mercer Street
Winnipeg — Market Street
Vancouver — Columbia Ave.

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C---5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal

We require reliable agents in: WINNIPEG, FOR MANITOBA AND SASKATCHEWAN. CALGARY, FOR ALBERTA. VANCOUVER, FOR BRITISH COLUMBIA.

Only those with a knowledge of the Varnish, Enamel and Printing Ink Trades need apply.

HENRY ROGERS, SONS & COMPANY

THIS TRADE MARK →

stands for the very best in cutlery. Let us show you our lines in

Pocket Knives, Razors, Table Cutlery and ***Carvers*** in Cases.

HRS&Co

CANADIAN BRANCH - 6 St. Sacrament St. - MONTREAL

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.



One Customer brings Another

The profit you make on the sale of a White Frost Refrigerator does not always end there, for the satisfaction the White Frost always gives brings you more sales.

And White Frost Refrigerators are easy to sell. They are well advertised and people know about them. Besides, the White Frost Refrigerators are so attractive in appearance, and their points of superiority are so numerous, that they virtually sell themselves whenever displayed. **Here is why people prefer**

WHITE FROST REFRIGERATORS



White Frost Refrigerators represent the last word in refrigerator construction—**Economical, Sanitary** and **Convenient.**

Being made of metal, round in shape and heavily enameled (Enameled is baked on) they are absolutely hygienic. There are no corners or crevices for dirt or germs to lodge. The revolving mesh trays are easily removed for cleaning, and can be replaced in an instant.

The White Frost Refrigerators are low in ice consumption, and high in refrigerating properties. They sell at a reasonable price and last for a life-time, and give absolute satisfaction. They cannot get foul or offensive, but keep the food pure, sweet and wholesome.

Important to Dealers

White Frost Refrigerators pay a liberal margin of profit. They are quick and easy sellers. We back you up with a strong, educational advertising campaign, and direct sales to you.

You owe it to your profit account to investigate White Frost Refrigerators. The time to investigate is now The advertising campaign starts soon, and the season sale will be here before you know it.

Write To-day for Catalog and Prices.

METAL STAMPING COMPANY, 557 MECHANIC STREET JACKSON, MICHIGAN

Distributed throughout Canada by Lewis Brothers, Limited, Montreal; Miller-Morse Hardware Co., Winnipeg, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.

A small want ad. will bring replies from all parts of Canada



MACKIE & RYAN

Hardware and Coal Merchants
Plumbing, Steam and Hot Water Heating
Stoves, Ranges and Furnaces

Pembroke, Ont., March 5th, 1907

HARDWARE AND METAL,
Toronto

Gentlemen:—

We are pleased to acknowledge receipt of your favor of the 4th inst., enclosing another lot of letters to our advertisement in your Condensed Ad. Column.

We wish to thank you for your promptness in sending to us any replies that came to you, and also compliment you on the excellent results we have obtained from this advertising. We have received upwards of *seventy enquiries* from Hardware men in all parts of Canada and *have been able to secure the goods we asked for in our Ad.*

We do not know of any other means whereby we could have reached as many of the Hardware trade as we have through your columns; writing to as many as we could get the names of would not have been as satisfactory and would have entailed a great deal of trouble and cost.

We have frequently used your Condensed Ad. Column when in want of Clerks, Plumbers or Bookkeepers and have always been well pleased with results.

Yours truly,
(Signed) MACKIE & RYAN,
Per W. D. Dewar.

The "WANT AD." in question cost 55 cents.
Rates: 2c. per word for first insertion.
1c. " " " for subsequent insertions.
5c. additional for box number.
Send cash with order.

"The System That Saves a Dealer's Money"

There is only one perfectly satisfactory method of storing and handling Gasoline, Kerosene and Lubricating Oils. That is, by using the

"WAYNE" OIL STORAGE SYSTEM.

The "WAYNE" is in a class by itself. Along with every advantage claimed for other makes of oil storage tanks and pumps, the "WAYNE" possesses many exclusive features that make it pre-eminently the best.

"WAYNE" outfits are made in a variety of different designs to meet the various conditions under which oil is retailed. They are the most convenient and may be located in any spot that local conditions may suggest.

Every "WAYNE" pump has a self-measuring device. The pump throws directly into the customer's receptable the exact amount required. The non-drip nozzle stops the flow the moment the pump ceases to operate



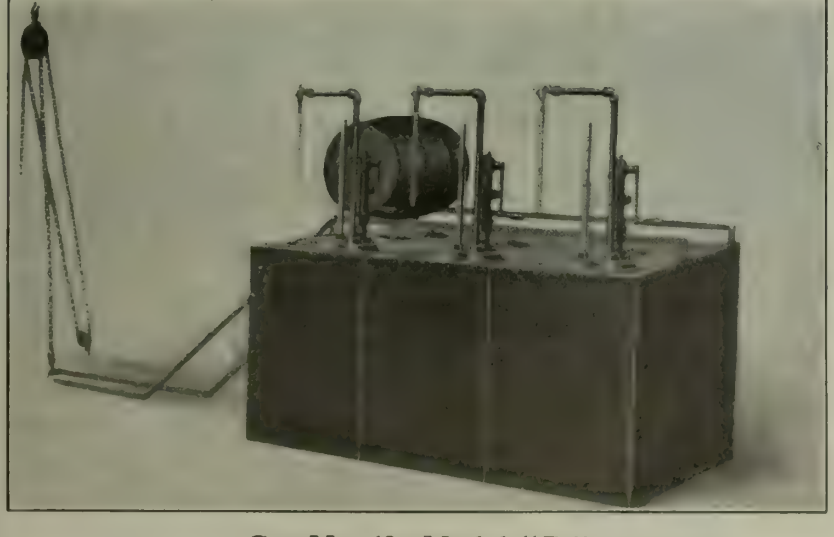
Model "E" Pump
Measures Pint, Quart, Half-Gallon and Gallon.

"WAYNE" Systems are listed by the National Board of Fire Underwriters.

Approved by the Department of Weights and Measures. All Measures are Imperial.

YOU CAN'T LOSE OIL— the most careless clerk cannot waste it either in filling the tank or in serving customers—when you are using a "WAYNE" outfit.

The "WAYNE" is sold at a price that is exceedingly moderate—a price that is repaid many times over in the saving it makes possible.



Cut No. 63—Model "D"

Write us for bulletin covering your requirements.

We manufacture Peerless Water Service Systems for suburban homes, etc.

National Equipment Company, Limited

Toronto, - Canada

THE STEEL COMPANY OF CANADA, Limited

DOMINION WIRE MANUFACTURING CO.—BRANCH

BRANCH OFFICE:
MONTREAL

ESTABLISHED 1880 INCORPORATED 1883 DOMINION TRADE MARK

WORKS:
LACHINE

Iron and Steel Wire
ALL KINDS—ALL SIZES

Wire Bale Ties
CUT TO ANY DESIRED LENGTH WITH LOOP ON ONE END

Brass and Copper Wire
FOR MECHANICAL AND ELECTRICAL PURPOSES

Dominion Field Fence
FOR FARM AND RAILROAD USE

Wood Screws
IRON AND BRASS—FLAT, ROUND AND OVAL HEADS

BRIGHT WIRE GOODS - JACK CHAIN - COTTER PINS
WIRE COAT AND HAT HOOKS - WIRE BARREL HOOPS
STRAND GUY WIRE - GALVANIZED CLOTHES LINE WIRE

WE HAVE EXCELLENT FACILITIES FOR HANDLING CARLOAD SHIPMENTS
SEND US YOUR ORDER FOR A MIXED OR STRAIGHT CARLOAD

DOMINION STALL FIXTURE



Strongest, Simplest, Easiest to Attach

Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock.

Oneida Community, Ltd.
Niagara Falls - Ontario

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

GOODELL-PRATT'S No. 111

SHORTER,
LIGHTER,
HANGS BETTER, yet
HAS GREATER POWER



THIS matter of greater power is one of prime importance to the user of these tools, for not only can he handle larger screws with our No. 111, but the work with smaller sizes is easier

Our claims of greater power are no idle boast, as will readily be seen from an examination of the spiral on our tool.

The Spiral is what gives greater or less power to such a tool, and the long, easy slant which we have adopted makes easy work.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

TRADE MARK KEYSTONE BRAND REGISTERED

Now is the Time

to buy

Whitewash and Kalsomine Brushes

for Spring Trade

also Scrubbing Brushes

You can get best values and most prompt delivery from

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

"ATLAS" Chain Blocks



The Atlas is the Fastest, Strongest and most Durable

Worm Gear Chain Block on the market. It is made of steel and wrought iron and has proved its lasting qualities in thousands of the world's leading machine shops. In shops and warehouses where quick handling of pieces is an important factor of the day's work Atlas Blocks will pay for themselves in a shorter time than any other block.

Always in stock.

Send for Catalog

SCHUCHARDT & SCHUTTE
307 Coristine Building, MONTREAL

Selling Satisfaction!

MALTHITE ROOFING

Get our Prices and Samples

Should be sold by every hardware man because

1. It sells 25% cheaper than any other roofing.
2. It is guaranteed direct by us to your customer.
3. It is unequalled as a real satisfaction-giver.

'NUF SED?

Then send along that **"Malthite"** order to-day!

The Dominion Roofing Co., of Canada, Ltd.

31-33 Front St. E. Toronto, Can.

THE BEST CHEAP FENCE
ON THE MARKET IS

"MONARCH" WIRE FENCE



"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

The Owen Sound Wire Fence Co.

OWEN SOUND - Limited - - ONTARIO

SELL

Simonds Files TO Saw Millmen





These men know Simonds Saws and are acquainted with the high quality goods which we manufacture, so you see it will not be difficult to interest them in Simonds Files. The fact that they are already being satisfied by one Simonds product helps you to make the sale. There is no question but what these Files are second to none in quality. We want every Dealer in Canada to carry them in stock. Buy through your jobber or direct from any of our offices.

Simonds Canada Saw Co., Limited

Montreal, Que. St. John, N.B.
Vancouver, B.C.

Seize the Opportunity

of inspecting our full range of

TORONTO Gendron CANADA

Carriages, Go-Carts, Folders, Bathroom Fittings, and Hardware Specialties,

on exhibit at the

PETERBOROUGH CONVENTION.

They are lines which are most profitable to handle, and they are satisfaction-givers, because "Gendron" goods are all of ONE quality—the BEST.

THE

Gendron Manufacturing Co.

LIMITED

Duchess Street, - Toronto

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY
HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

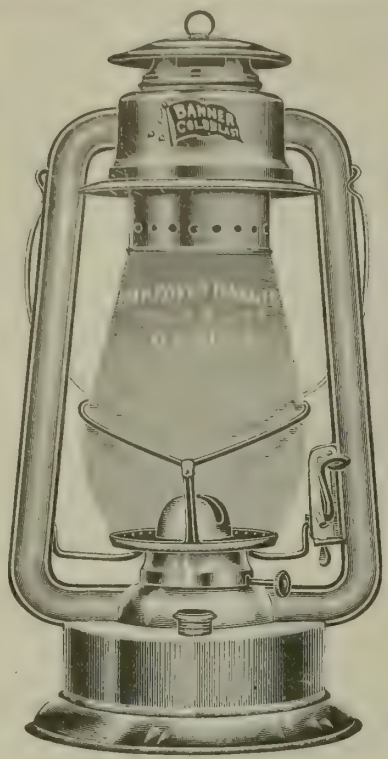
A Matter of Profit

In Selling BURMAN'S CLIPPERS

They are the BEST KNOWN CLIPPERS IN THE WORLD.
The dealer who eliminates QUALITY and gives preference to PRICE is taking a huge downward step. It robs SELLING POWER and DESTROYS the PROFIT.
BURMANS CLIPPERS have the QUALITY that will stand backing up.
IT WOULD BE USELESS TO ADVERTISE if BURMANS did not stand behind it all with clippers that for THIRTY years HAVE LED THE TRADE.
What clipper is better known than the BOWNS' NEWMARKET? It always brings repeat orders to the dealer. Jobbers recommend it because IT'S SOUND.
The "GRAND" Clipper is another leader. THE ONLY Ball Bearing clipper produced to-day.
The "HANDICAP" is made to suit the pockets of every man. It is very reasonable in price, but the QUALITY has not been sacrificed.
Our catalogue is copious with information—just what you should know in order to talk intelligently to the trade about BURMANS, OF BIRMINGHAM, ENGLAND.
THE STEEL, THE EXPERIENCE, THE CRAFTSMANSHIP of centuries are behind these BRITISH CLIPPERS, and BURMANS make Clippers for the MONARCHS OF EUROPE.
No. 17 hand power clipper has met with unusual success owing to the superiority of its CLIPPING HEAD, its wonderful CUTTING QUALITIES, its anti-frictional design and its perfect balance.
The gearing that runs the machine is in a dustproof box and it sells on sight.
Profit to you and satisfaction to your customer.

B. & S. H. THOMPSON & CO., Ltd., St. Paul St., Montreal

Sole Agents for Canada



COMPLETE, WITH WICK

The "BANNER" COLD BLAST Lantern

is

MORE THAN HALF SOLD BEFORE YOU BUY IT

Burns 15 hours longer than any other.
Patent Automatic Lift Lock.
Double Seamed Oil Well.
Solid Brass Burner.

AND IS EXTENSIVELY ADVERTISED
TO THE CONSUMER.

For sale by all Jobbers

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

UMC

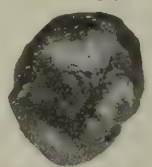
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET
(Before Firing)



HOLLOW POINT BULLET
(After Firing)



SOLID BULLET
(Before Firing)



SOLID BULLET
(After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless
.22 Long Rifle Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black.
25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

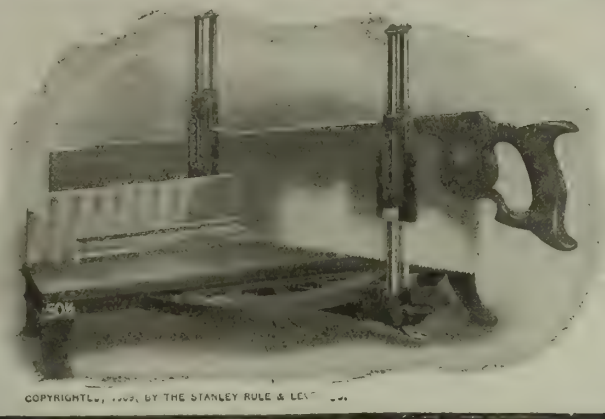
UMC and Remington—the perfect shooting combination

The Union Metallic Cartridge Company
Bridgeport, Conn.

The Remington Arms Company
Ilion, N. Y.

Agency, 299 Broadway, New York City

Same Ownership, Same Management,
Same Standard of Quality.



Stanley Tools

No. 50½ MITRE BOX

This has a single piece Frame, both the Base and the Back of which are accurately matched.

The Saw Guide Uprights are steel rods and carry the Saw guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at a moderate price

No. 50½ - - - Price, each $6.50
No. 60½, with 20 in. Back Saw - " $9.50

STANDARD THE WORLD OVER

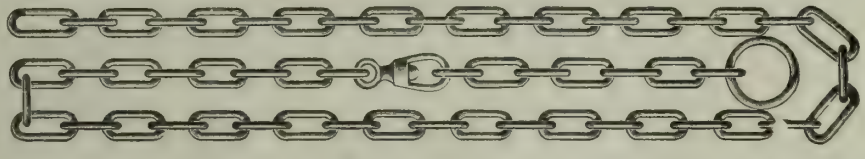
Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

COPYRIGHTED, 1905, BY THE STANLEY RULE & LEVEL CO.

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office: ***BUFFALO, N.Y.***

McKinnon Chain Co.

Factory: ***ST. CATHARINES, ONT.***

"The Name's the Guarantee"

Backed by 130 Years' Experience of the LARGEST MANUFACTURERS in the BRITISH EMPIRE



No. 56.

Best SILVER STEEL "Mermaid Brand" GAS TEMPERED, Patent Ground, SET and SHARPENED

Also Good Quality Saws at Moderate Prices

	4	4½	5	5½	6	6½	7 feet
"Aetna"—List prices subject to Discount	1.02	1.17	1.34	1.58	1.88	2.25	2.55 each

Write TO-DAY for our NEW TOOL CATALOGUE Showing
Saws, Files, Chisels, Gouges, Garden Tools, Trowels, Vises, Pliers, Glazers' Diamonds.

Sole Canadian Representative

J. A. Henderson,
Metals and Hardware, Montreal, Can.

SPEAR & JACKSON, Limited
SHEFFIELD, ENGLAND

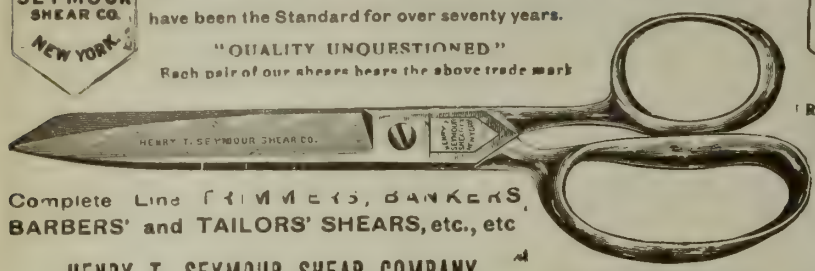
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS, BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIESUSCH & HILGER, LIMITED, NEW YORK, Agents



"PARAGON"
FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Winnipeg

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

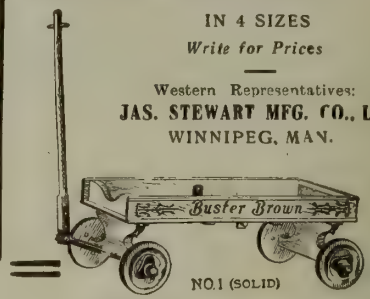
BUSTER BROWN
CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES

Write for Prices

Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited

WOODSTOCK, - ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

NOTICE THE TEETH
OF NICHOLSON-MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.



These are the favorite Nicholson-Made lines in Canada

"American"
"Arcade"
"Great Western"
"Globe" "Eagle"
"McLellan"
"H & F"
"J. B. Smith"

These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.
(Dominion Works)
Port Hope, Ontario

PERFECTION AT LAST

The simplest and most efficient gasoline lamp in the world constructed upon new and scientific principles. A lamp that we guarantee and that guarantees itself through its very simplicity, ease af operation and utility. Absolutely nothing that can wear out or get out of order that cannot be removed and replaced without the use of tools, other than Nature has given, IN FIVE SECONDS.



A glance at the illustration will convince the most skeptical that we have at last solved the problem of a perfect

GASOLINE LAMP

Those who are using hollow wire gasoline lighting systems know to a certainty that the only place they ever have trouble is in the lamps. The tank, pump and wire tubing will last a lifetime.

There is only one wearing part—the generator. A simple twist of the wrist removes it and replaces it with a new one. An extra generator given with each lamp.

MacLAREN & CO.
MERRICKVILLE, - ONTARIO

The Enviable Reputation

Earned by

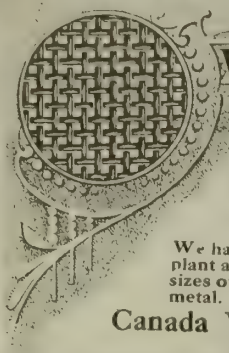
Still's Axe Handles

has been built up chiefly by attention to two details:

1. Care in the selection and seasoning of the wood.
2. Skill in the shaping and balancing of the handle.

As a genuine satisfaction-giving line, Still's Handles have no superior and very few equals. The prices will interest you.

J. H. Still Manufacturing Co.
Limited
St. Thomas, - - Ontario



ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED SHEET METAL

We have recently installed a perforating plant and are in a position to supply any sizes of perforation in any kind of sheet metal.

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT

THIS IS YOUR BUSINESS

the supplying of belting to all local mills, factories, threshing outfits, etc. An assortment of Goodhue's

LEATHER BELTING

displayed prominently in your store and judiciously advertised in other ways, such as in local papers or by circular letters, will bring you a lot of good belting business.

WRITE US FOR PRICE LIST

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPNAY
LIMITED

MONTREAL HALIFAX OTTAWA
HEAD OFFICES TORONTO CANADA
WINNIPEG VANCOUVER ROSSLAND

The Leipzig Fair

for Sample-Depots and Collections of Samples

of Poreclain and other Ceramic Goods; Glass, Metal, Leather, Wooden, Basket, Paper, Japanese and Chinese Goods, Dolls and Toys, Musical Instruments, Soaps, Perfumery, Fancy Goods, Household Utensils of all kinds, as well as similar goods of every description, begins on

Monday, March 6th, 1911

and closes on Saturday, March 18th.

The main business, however, is confined to the first week.

Lodgings for the duration of the fair obtained through the Verkehrs-Verin, Handelshof, Naschmarkt, Laden. 27/28.

Leipzig, 14 January, 1911.

The Leipzig City Council.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

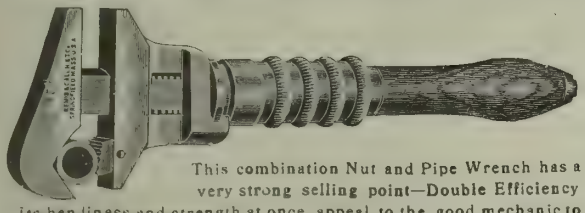
We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO, ONT
EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

A Strong Selling Point

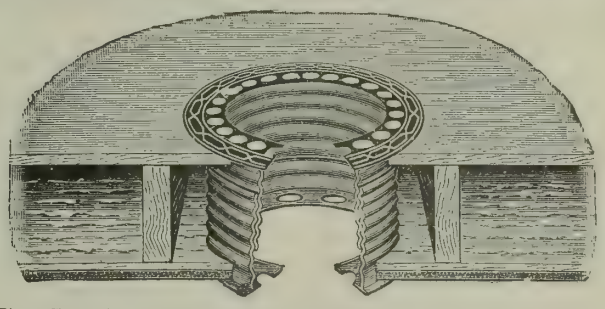


This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying
IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

When in the market for

Glues, Gelatine, Size, etc.

you often have to order goods without having time to get quotations, etc. Get our lists now and keep them on file.

The GROVE CHEMCAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

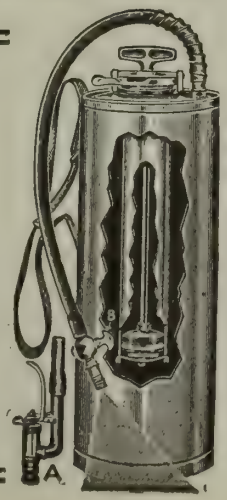
The Improved Automatic Compressed-Air Sprayer

Best Hand Sprayer on the market at the price Will run continuously for 6 to 10 minutes. Invaluable for Greenhouses; handiest machine for spraying Potatoes, Small Fruits, Cattle, Poultry; for Whitewashing Outhouses, etc.

Valuable improvements made for 1911.

Special terms and datings

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT.



Kitchen Wire Goods

are a fast selling ana profitable line for the hardwareman.

THE PARKER WIRE GOODS CO., *Worcester, Mass., makes everything in wire hardware. Write for prices.*

DINGMAN & McCOMBE
Montreal **Canadian Representatives**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BRASS SIGNS AND STENCILS.

The Mayo-Brown Mfg. Co.
124 McNab St. North, Hamilton, Ontario

Brass Signs and Stencils, Steel Stamping Tools of every description. Embossed Metal Goods Checks, Corporation, Notary, and Lodge Seals, Steel Stamps of every description, Carriage, Machine and Name Plates.
Agents wanted in each locality

BUILDERS' SUPPLIES.

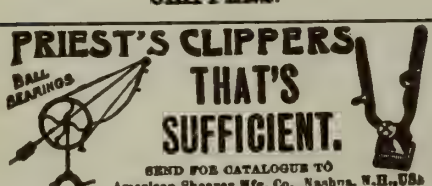
Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors' Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS



THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co. Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a corker. A post card will bring a catalogue.

Manufactured by
THE COLLINS MFG. CO. - TORONTO

IRON AND STEEL.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SNAPS.

The most popular Swivel Snap, No. 50 "Covert" Swivel Round Eye Snap

All Finishes  All sizes

Large Heavy Body. Brass Spiral Spring.

Covert Mfg. Co., Troy, N.Y., U.S.A.

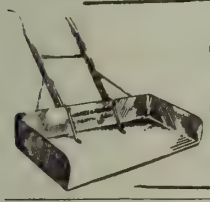
STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

SKATING RINK SCRAPERS.

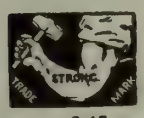


HARDWARE MEN sell the Rink in your town an

ICE SCRAPER saves time and half the labor.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

TOOLS.



ARMSTRONG PLANER TOOLS Are ALWAYS Ready for use

7 Sizes. Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE with an assortment of Cutters EQUAL A DOZEN FORGED TOOLS.





Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL



CHARLES LINDSAY,

Rumford Works, 33 Great Hamilton Street,
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. WRITE FOR CATALOG.

Canadian Representative---H. L. SOPER,
469 Margueretta Street, - - TORONTO

Look for the Name

MYERS

Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

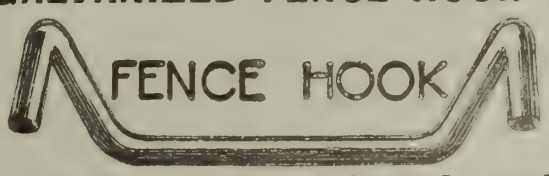
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets of Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Limited. - Co., London, Ont.

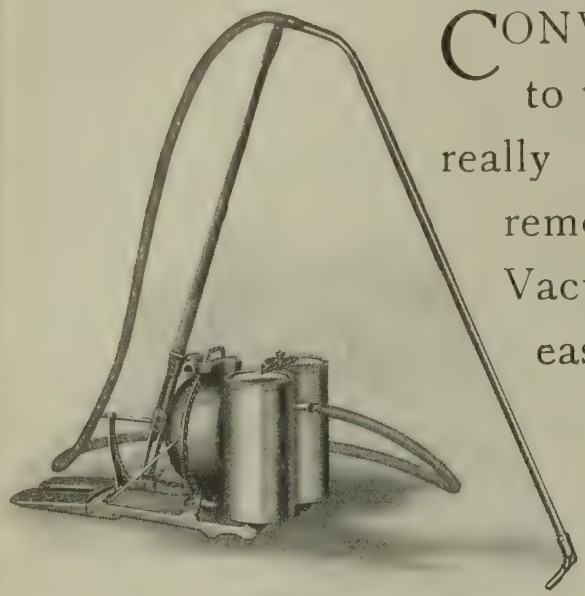
The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Roadway, Near Queen Street - - - TORONTO

Meet Us at the Convention!



AUTOMATIC HAND-POWER
VACUUM CLEANER

CONVINCING proof can easily be given to the careful housewife that the only really clean and sanitary method of removing dust is by means of the Vacuum Cleaner, and you can just as easily convince her of the immense superiority of our

Automatic "Hand Power" Vacuum Cleaner

and

Automatic "Triumph" Electric Vacuum Cleaner



AUTOMATIC "TRIUMPH"
ELECTRIC VACUUM CLEANER
Most complete, lightest in weight Electric Cleaner made.

May we have the opportunity of demonstrating to you the superiority of our Vacuum Cleaners?

Foremost is the simplicity of their construction—they comprise few parts and can not get out of order. They have a very large air displacement, because their pump is one-third larger than any other, and gives a much more powerful suction, and they are durable, easy to empty, easy to carry and easy to use. The "HAND POWER" Cleaner is so easy that it can be operated by a child without the slightest fatigue. The machine with the DOUBLE TANK—an exclusive feature that no other machines have.

DON'T FAIL TO INSPECT OUR EXHIBIT

Send for our Circular and Discounts—they are liberal.

Onward Manufacturing Company, Berlin, Can.

Largest Builders of Hand-power and Electric-power Vacuum Cleaners in Canada.

Look Out for our Representatives!

They will be in Peterborough during Convention week and would like the chance of a chat with every hardwareman who is present.

Be sure and get in touch with us. Our saw proposition is a very profitable one to handle!



Shurly-Dietrich Co., Limited

GALT - ONT.

CARPET WHIPS

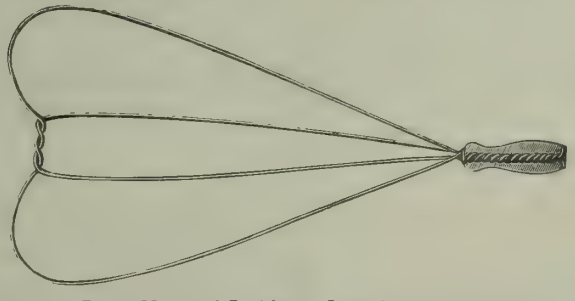


No. 1. Single Loop

Wire clinches over end so handle can't come off

Length 32 inches. Weight 5 lbs. to doz.

ASK OUR REPRESENTATIVE FOR FURTHER PARTICULARS.



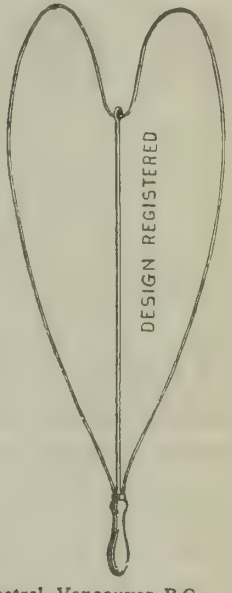
The "ANTON"

With loaded balancing handle.

Wires set in lead core and clinched, so handle won't come off.

Length 36 inches. Weight 10 lbs. to doz.

WRITE IN TO US FOR PRICES.



No. 2. Double Loop, for Rugs, Mats and Cushions. Length 21 inches. Weight 6 lbs. to dozen.
No. 3. Double Loop Carpet Whip. Length 32 inches. Weight 9 lbs. to dozen

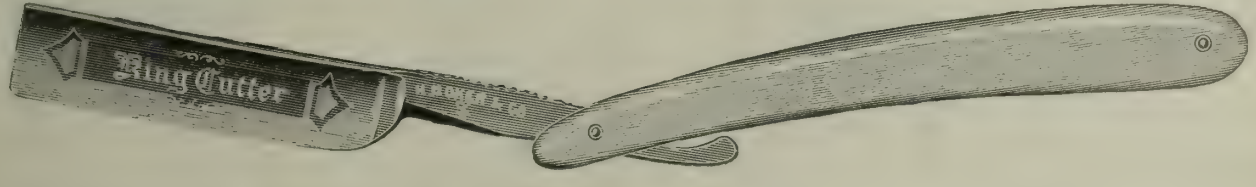
MANUFACTURED BY

E. T. WRIGHT & CO.

(H. G. WRIGHT)

Winnipeg Distributing Agents—Merrick-Anderson Co., Winnipeg, Man. Vancouver Distributing Agents—Macpherson & Teetzel, Vancouver, B.C—Eastern Representative—J. W. Monsur, Drawer 2209, Montreal, Que. Toronto Agent—F. B. Wilson, 33 Maitland St., Toronto, Ont. Winnipeg Agents W. Reynolds & Co., Winnipeg, Man

H. Boker & Co.'s 'Tree' Brand Cutlery



Tree Brand are the Quality Kind—the kind that keep your men customers on the satisfied list. They take a keen edge and they keep a keen edge—an edge that gives a clean, close, satisfying shave. Please a man with a razor, and you've landed him for good—he'll call again and often, and will know from experience with Tree Brand Razors that he can't do better than buy Tree Brand Pocket Cutlery, Shears, Scissors, etc. Isn't that sane argument? You know "A pleased customer is your best customer." Tree Brand Cutlery will withstand every test to which it can be rightly put. Designed right, made right, finished right—there's no better Cutlery sold under the sun.

For sale by all Leading Wholesale Hardware Houses

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

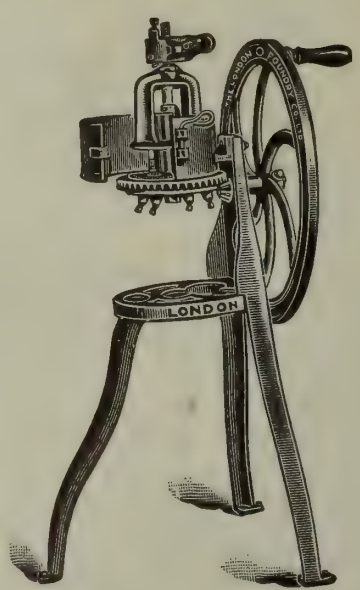
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

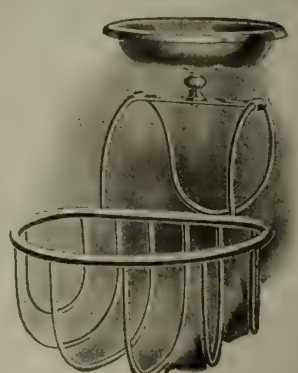
The Buffalo  **Mfg. Co.,**

Buffalo, N.Y.

Are You Carrying Our Attractive Lines

of

Water Filters and Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Tea and Bar Urns
Candlesticks
Cuspidors
Match Safes
Coal Vases and Hods
Crumb Trays, Etc.



and

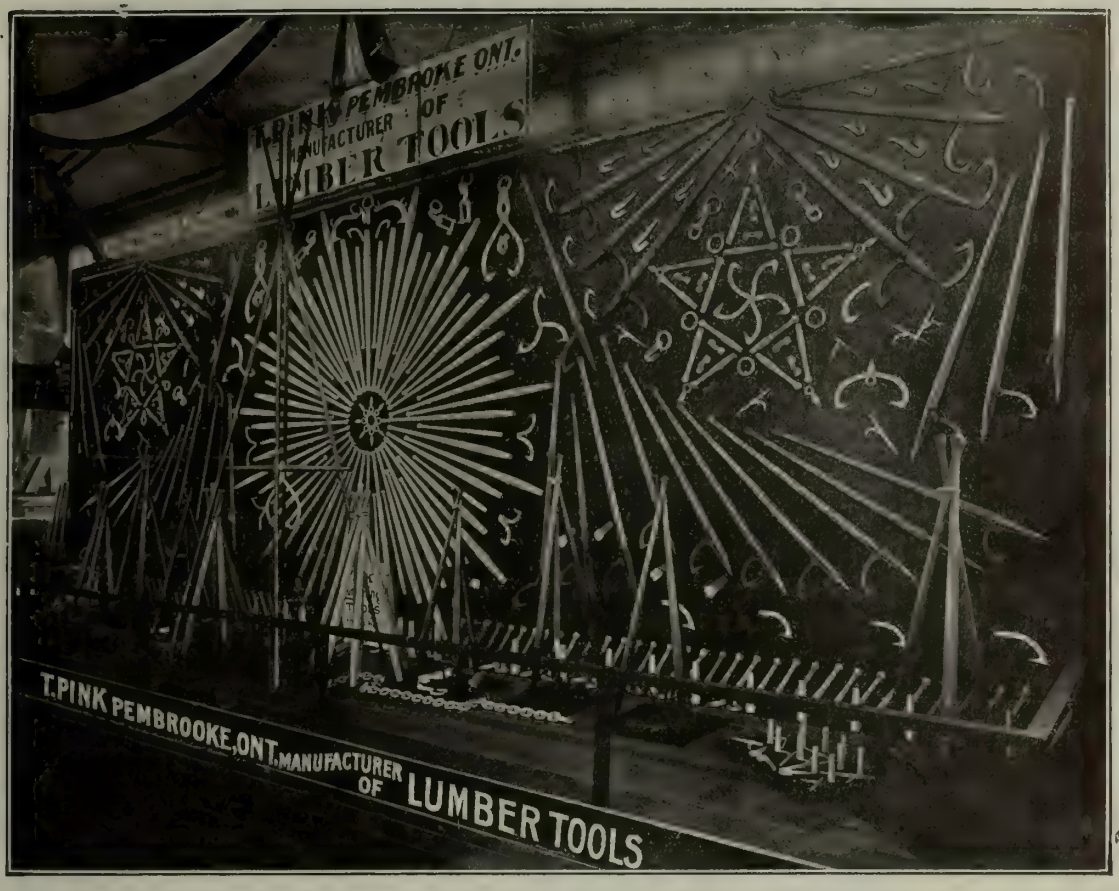
BATHROOM FIXTURES?

All are High-Grade and Splendid Sellers

H. F. McINTOSH & CO. (Agents)

28 Toronto Street, - TORONTO, ONT.

Write for Catalogue



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

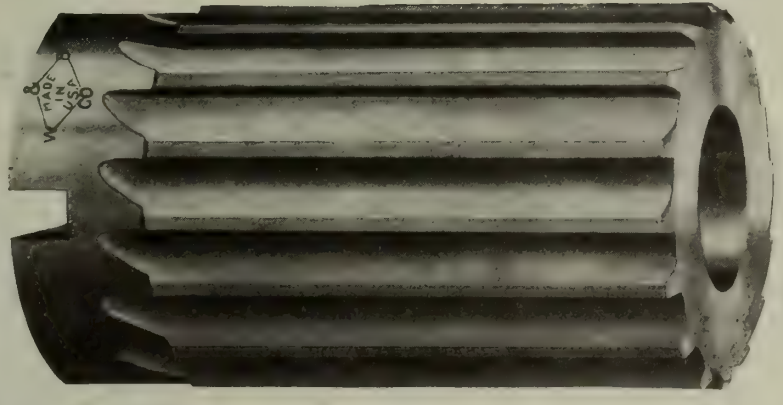
Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Trade W B Mark

Stands for Quality and Accuracy



This Trade W&B Mark

Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

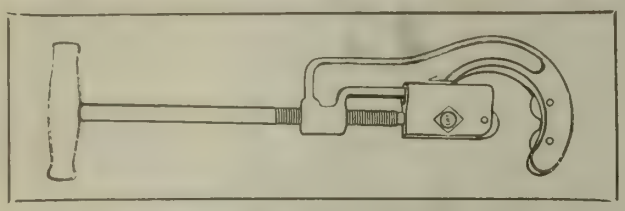
"W & B-DIAMOND" REAMERS

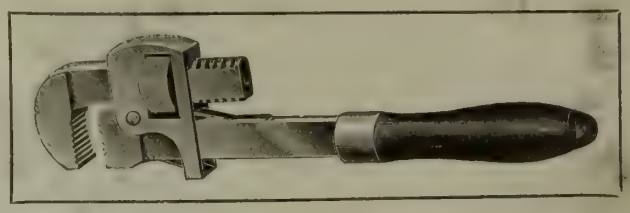
Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture, and is subjected to the most rigid tests and inspections.

We carry the largest and most complete stock of Twist Drills and Reamers in Canada, and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

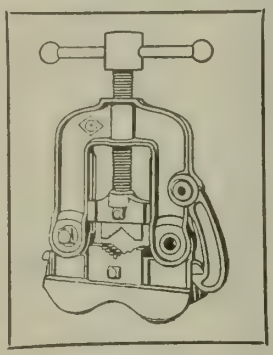




Please bear in mind that we carry in stock a complete line of

Pipe Fitters' Tools

For Engineers, Plumbers, Steam and Gasfitters, including



Pipe wrenches
Pipe cutters
Pipe vises
Pipe stock and dies
(Solid and adjustable)
Pipe tongs
(Plain and adjustable)
Pipe taps, drills and reamers
Fire pots and torches, etc.



The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide West, Toronto

WHAT GOOD is a REPUTATION?

Do you realize all that is implied in the above?

WE DO

And you are enabled to have a good reputation for Babbitt Metals if you will carry our Bearing Metals.

THEY PLEASE, bring repeat orders, and uphold the highest standards of Bearing Metals.

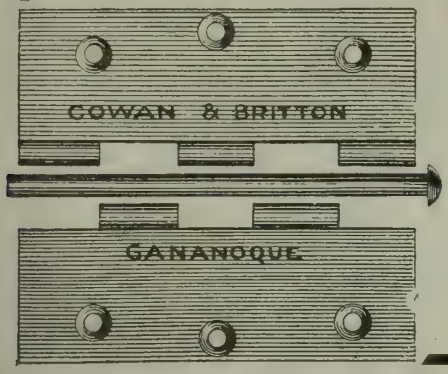
HARRIS HEAVY PRESSURE is a leader.



Write us about Babbitt Metals.

The Canada Metal Co., Limited, Toronto

STOP DRIVING AWAY TRADE!



No line you handle reflects the quality of your whole stock like your Builders' Hardware. COWAN & BRITTON Goods are of the very highest quality, and never fail to satisfy. And they cost no more than inferior articles. We are the oldest and largest makers of Butt Hinges and Hardware in Canada.

ISN'T THIS THE LINE TO FEATURE? ORDER TO-DAY.

Cowan & Britton, :: Gananoque, Ont.

ESTABLISHED 1861.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

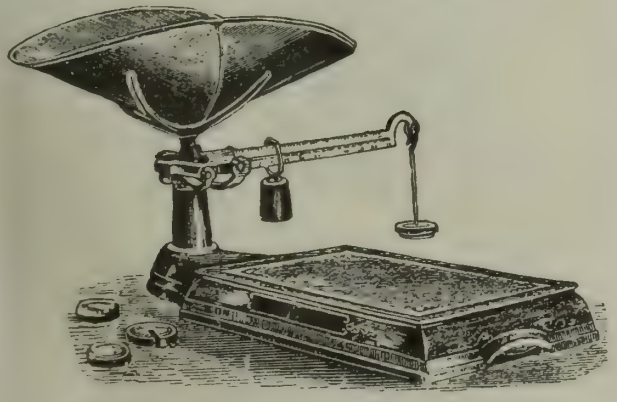
ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

The

AYLMER UNION SCALE

Capacity, 1-2 oz. to 240 lbs.



The best and most improved Union Scale on the market. Made with brass beam, tin scoop, movable pivot in levers, and direct connection from jack to steelyard, making the best acting Union Scale made.

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

H.R.S & Co

OBTAIN PRICES FOR

BLACK SHEETS
GALVANIZED IRON

TIN and
CANADA PLATES

FROM

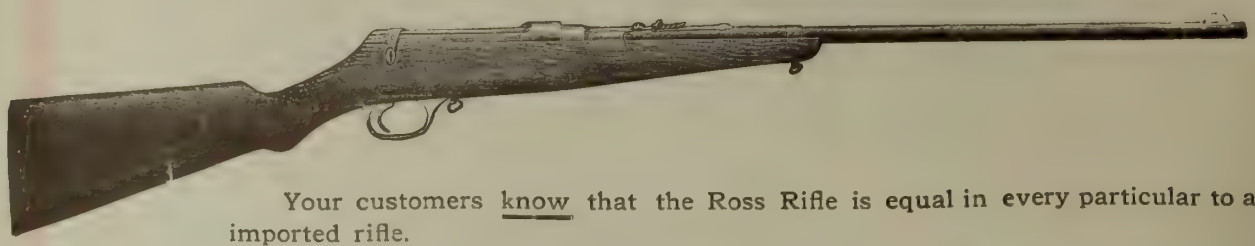
Henry Rogers, Sons & Co. LIMITED

Sheffield and South Wales

CANADIAN BRANCH

6 St. Sacrament Street - MONTREAL

Ross Rifles Pay No Duty!



Your customers know that the Ross Rifle is equal in every particular to any imported rifle.

You know and they know that you can save them money by selling them a Ross Rifle.

Then in justice to your customers, whose good-will you want as well as their trade, give them an opportunity of judging the Ross Rifle.

If you have a possible customer and no stock, write at once. You can always get a supply in a few days.



$25.00 and upwards.

WRITE FOR FULL PARTICULARS AND ILLUSTRATED CATALOGUE.

Ross Rifle Co., - - - - - - - Quebec



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

The Steel Company of Canada, Limited

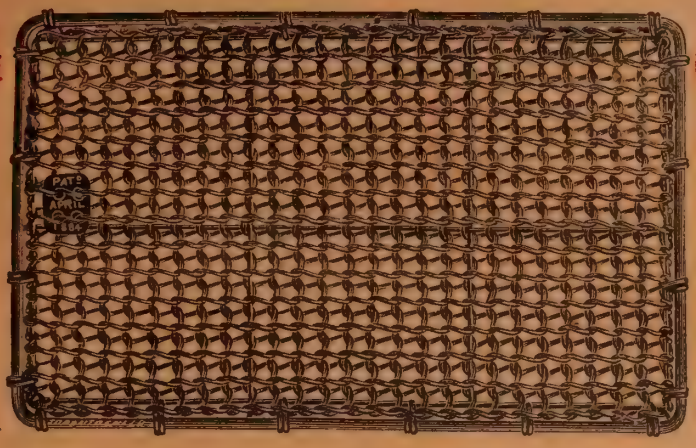
HAMILTON :: CANADA











Quality Right!

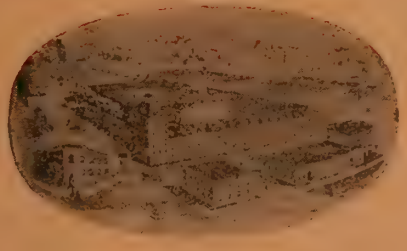
Prices Right!

GREENING'S

GREENING

Wire Chain
Wire Cloth
Wire Rope

Etc.



Wire Guards
Cow Ties
Door Mats

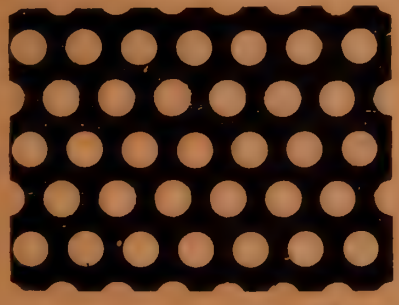
Etc.

GREENING

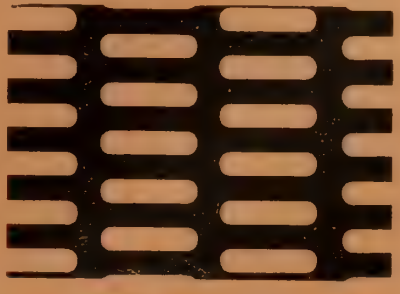
have held pride of place both in England and Canada for more than a century.

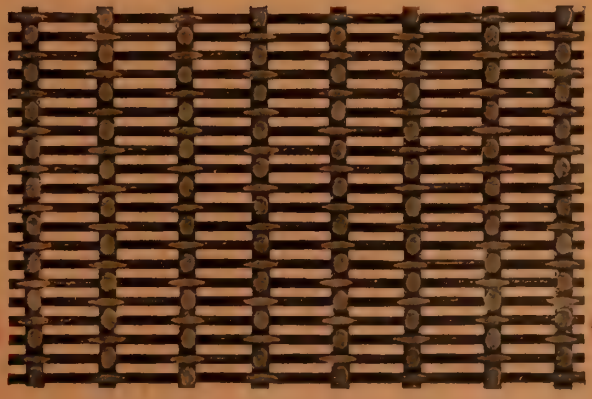
We make the best and most complete line of wire goods in the market--a line which every hardware man can handle most profitably.

Consult your Greening Catalogue; it is full of pointers for the extension of your trade.



Sold by all Jobbers





The B. Greening Wire Co., Ltd.

Hamilton, Ont.

Montreal, Que.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

RADIUM

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET ZINC

If you are in the market, write us.

We can name you lowest prices.

All usual gauges carried in stock at Montreal.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN - CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

FULL REPORT PETERBORO' CONVENTION, FEB. 21-24

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 25, 1911 NO. 8

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Houses.

ABSOLUTELY DEPENDABLE
"Queen's Head"
Galvanized Iron
CANADA
Every sheet uniform in weight and quality.
John Lysaght, Limited
Makers
Bristol, Newport and Montreal
A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

The "Woodyatt" Lawn Mower
The Standard of Excellence

No "Shoddy" material or cheap labour used in the "Woodyatt."

Blades are constructed of best Sheffield Crucible Cutlery Steel, and semi-steel castings are used for pinions. A line that is pleasurable and profitable to handle.



Taylor-Forbes Co., Ltd.
Head Office and Works:
GUELPH ONTARIO

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers' Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

Index to Advertisers and Buyers' Guide Pages 66-68. Want ads. page 70

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

Why Not Sell the BEST Fence?

When you sell a fence your customer holds *you* responsible for its quality—not the maker. So why not sell the fence that will satisfy your customers and bring them back for more? Read what some dealers have to say about the

Peerless Fence Saves Expense

There is no fault to find with your fence. the fencing I put up four years ago is just as good as the day I put it up, showing no sign of rust and giving good satisfaction. It is an A No. 1 Fence. The **PEERLESS** around here stands the test better than any other make that I have seen.—John Mason, Spring Brook.

I have been well pleased with all the wire I have received from you. My customers are all highly pleased with all the **PEERLESS** fencing they have received from me, and although opposition is very strong in the community, **PEERLESS** Fencing is taking the lead.—Wm. F. Mills, Wheatley.

I must honestly confess I have found **PEERLESS** Fencing, once stretched, perfectly satisfactory. I have never seen any rust on it yet, nor have I received one complaint from the many different men I have sold wire to.—J. H. Craig, Metcalfe.

We manufacture farm and ornamental gates, lawn, farm and poultry fences of a quality that will build up good business for you. Write for particulars.

The Banwell-Hoxie Wire Fence Co., Ltd.

Dept. A.K. HAMILTON, ONT. WINNIPEG, MAN.

MAKE SURE

of the quality of your handles. In buying Axe handles, possibly more so than with any other article you sell, quality is an absolute essential.

You can make no mistake if you stock and recommend

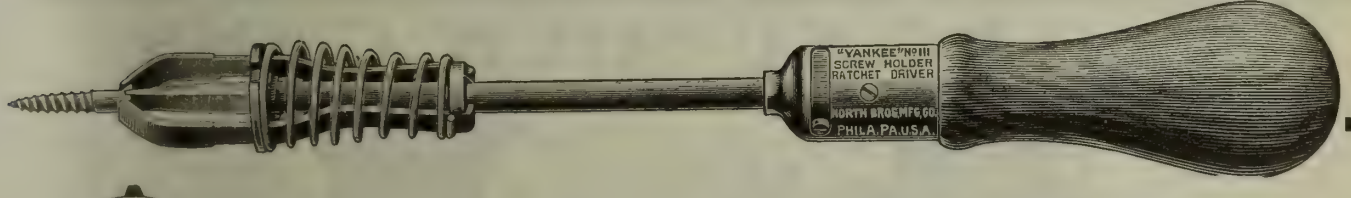
STILL'S
AXE HANDLES

the acme of quality

Write for Prices

J. H. Still Mfg. Co., Ltd.

St. Thomas, Ontario





Somebody is Selling "YANKEE TOOLS"
Somebody is Getting the Trade

IF IT'S YOU—Accept our congratulations. You are wise that "Yankee" Tools are as needful to the Mechanic's outfit as a hatchet and saw—that if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

WRITE FOR CATALOG.

IF YOUR COMPETITOR---WHY NOT YOU? You can get more of this trade and ought to have it. We are interested in your getting it. Why not send your advertising matter with your imprint. free of expense? Have your jobber send you a sample lot of the best selling "Yankees." There are 35 styles and 75 sizes to select from.

NORTH BROS. MFG. COMPANY

PHILADELPHIA, PA.



"Quality is essential for reputation and profit.
It pays to sell goods you can guarantee."
—The Philosopher of Metal Town.

Every sheet fits evenly—each corrugation is guaranteed perfectly uniform.

CORRUGATED IRON

ROOFING AND SIDING

It's the "Metallic" workmanship that counts. Every employee of the large "Metallic" Plant is imbued with "Metallic" ideals—absolute perfection. The high standard of all "Metallic" goods is the result. "Metallic" Corrugated Iron is superior to all others. The corrugations are pressed one at a time—not rolled The sheets fit perfectly —guaranteeing absolute satisfaction.

Flat or Curved—Galvanized or Painted.

Any Size or Gauge.

Also ask for new illustrated price list No. 4 - A.

Manufacturers of "Metallic" Building Materials, "Eastlake" Steel Shingles, "Metallic" Ceilings and Walls, "Metallic" Rock-faced Siding, "Metallic" Cornices, Steel Eavetrough, Conductor Pipe, Fireproof Doors and Windows, etc.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2407

RAILROAD MILK CANS

8 and 10 gallon cans supplied with either dome or seamless covers as required. 4 and 6 gallon cans have dome covers.



Inside Hoop Pattern

Roll Rim and Inside Hoop Patterns with Drop or Stationary Malleable Iron Side Handles.

Prices on Application



Roll-Rim Pattern

Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallon cans 18 gauge.

Gallons	4	6	8	10

THE **SHEET METAL PRODUCTS COMPANY**

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

DISSTON

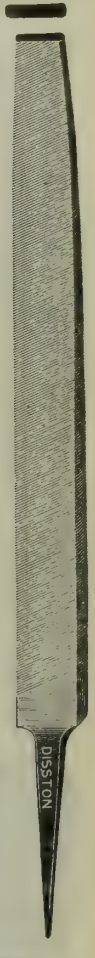
FILES SAWS LEVELS

Form a Strong Combination for the Promotion of Business

With these goods on sale, a merchant creates a feeling of confidence in his customers. Every mechanic knows "Disston" means "The Best," and will judge you and your wares accordingly.





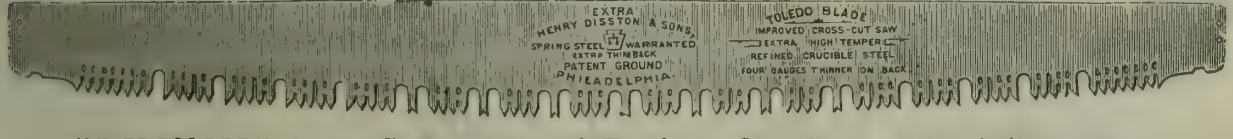


Disston Hand Saws are the Standard of the World, by which the merit of all others are judged.

Disston Files and Rasps are made of the Highest Grade Crucible Steel. Every Saw produced by Disston is sharpened with a Disston File—a reputation within itself.

Disston Plumbs and Levels are made of Thoroughly Seasoned Wood, Fitted with the Finest and Truest Level Glasses made, and are Guaranteed Absolutely Accurate.

Disston Cross-Cut Saws are in demand by Sawyers wherever trees are felled. Their reputation is world-wide.



"DISSTON" is a Guarantee of Perfect Quality---and of "Business."

Every Article Guaranteed Against Defect.

We are Headquarters for Disston Goods. Send Us Your Orders.

LEWIS BROS., Limited, - Montreal

Importers and Distributors

Ottawa **Toronto** **Vancouver**

F. & W. Shovels

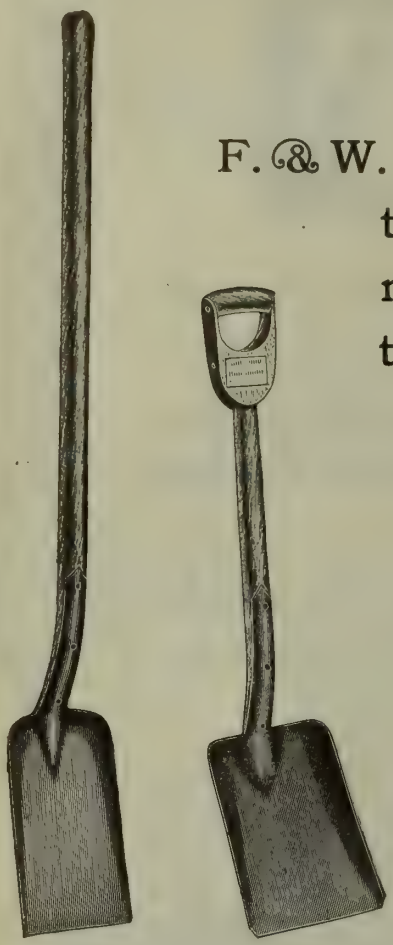
Compare Our Shovels

TRADE MARK

F. & W.

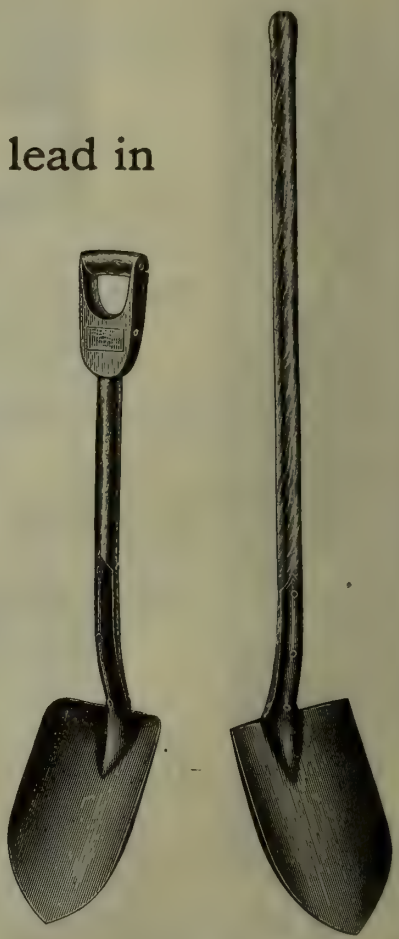
THE MARK OF QUALITY

With Any Other Make



F. & W. Shovels still hold their lead in the shovel trade. They maintain their Reputation, largely because they are made in our own Factory, by skilled mechanics and from the Best of high-grade steel.

Are Popular and Meet with Ready Sale.



F. & W. Shovels are being used by all the leading Railways and Contractors throughout Canada.

Sold by all the Live Hardware Merchants.

Our Trade Mark appears on all our First Grade Shovels, Have No Other.

Largest Stock in Canada. ***Place your Orders with Us.***

FROTHINGHAM & WORKMAN, Limited

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

Contractors' Supplies

Drag Scrapers

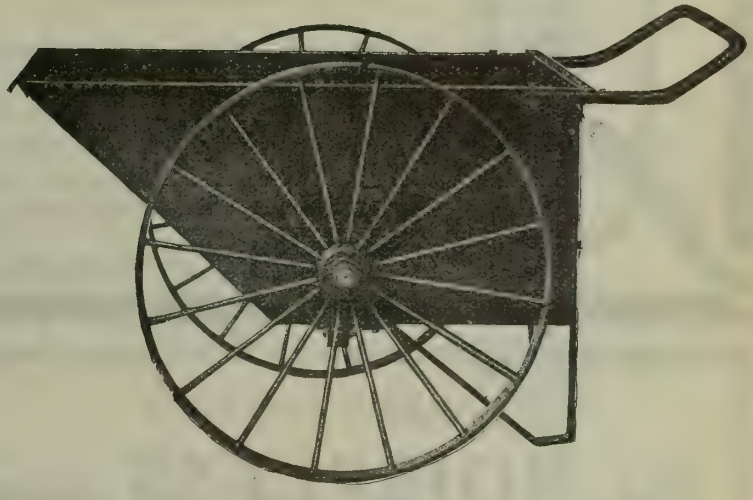


These Scrapers are the most modern obtainable. They can be easily handled, they fill readily, have light draft, and are easily dumped. For Strength, Shape and Finish they are the best on the market.

No. 1 capacity 7 cubic feet
No. 2 " 5 " "

With or without runners.

Concrete Carts



Capacity, 6 cubic feet, thin sloppy concrete, or 7 cubic feet dry material. Body of cart 14 gauge steel reinforced with angle iron entirely around top edge. Forged corners, heavy steel legs, roller bearing wheels, 2 in. tires. Weight 200 lbs.

Concrete Barrows



No. 6—Can be dumped end ways or side ways.

Steel tray, channel iron legs, hard wood metal tipped handles, capacity 3½ cubic feet, weight 65 lbs. each.

Caverhill Learmont & Co

MONTREAL and WINNIPEG

When You Sell Clipping Machines Sell the World's Best



They cost you less than cheaply constructed imitations and give a lot more satisfaction

This Stewart No. 1 Ball Bearing Clipping Machine

is made with cut steel gears (not cast) hardened file hard and running constantly in oil; the highest grade flexible shaft and the world famed Stewart one-nut tension clipping knife.

We guarantee that it must please the man who gets it better than any other machine made, or it can be returned to us for refund of all money paid out including transportation both ways



All Leading Jobbers in Canada Have It

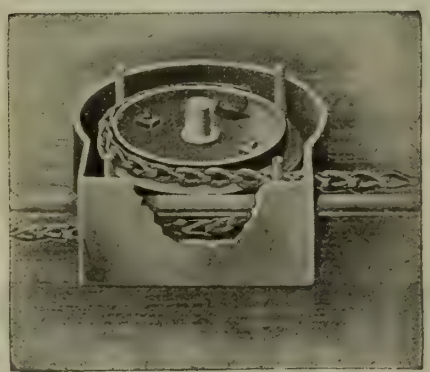
CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Ave., Chicago

SILENT AND SAFE

The NOISELESS Gearless

Simplest, Lightest and **Easiest Running** Dolley type Washing Machine yet produced. It's had the **"Third Degree"** for several years and carries the **Healthy Sign of Steadily Increasing Sales.**

No useless "Fixings" about it. **Just a simple Mechanical principle worked out to perfection.** A glance at its **patented** mechanism **shows its strength** and **simplicity.** Notice the **absence** of **cogs, springs and finger catchers.**



The tub has all the **exclusive features** peculiar to our products. The visible and invisible parts are equally well made and **every machine is built to sell another.**

Eastern Agents:
W. L. Haldimand & Son
Montreal
Western Agent:
Harry F. Moulden,
Winnipeg



CUMMER-DOWSWELL, Limited, Makers, Hamilton, Ont.

Samson Ready Roofing



A good line for immediate selling, and one you can safely recommend. Proof against winter storms and summer heat. Easily laid and good for years of satisfactory service. Once used, always used. A trial will quickly convince the crankiest customer you have.

Every wide-awake dealer should feature "Samson" Roofing because of its merits. The quality is there to "make good."

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

BUTTS AND HINGES

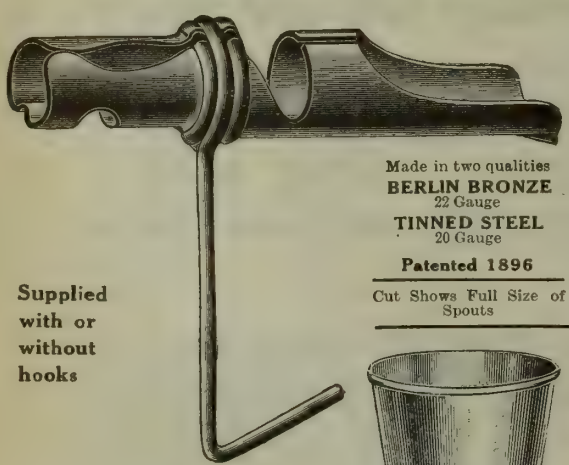
CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

"EUREKA" Steel Sap Spouts

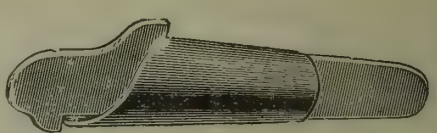


Supplied with or without hooks

Made in two qualities
BERLIN BRONZE
22 Gauge
TINNED STEEL
20 Gauge
Patented 1896
Cut Shows Full Size of Spouts

A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

"IMPERIAL"
TAPERED



Made from heavy tinned sheets, especially adapted for covered sap buckets.



Prompt Shipment Guaranteed

Sap Pails

Long Pattern—In 5 sizes, from 4 to 12 quarts.

Western Pattern — In 2 sizes, 6 and 10 quarts.

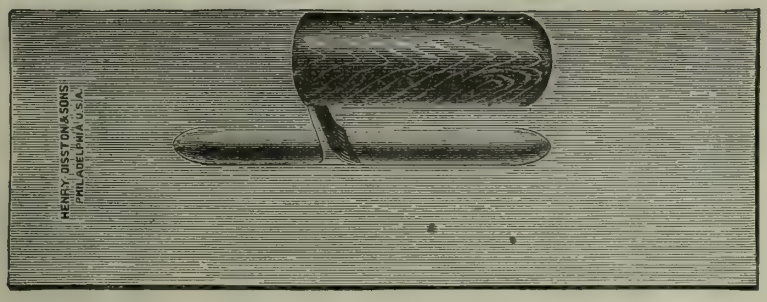
WRITE FOR PRICES



THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

DISSTON



Plastering Trowels

Disston Trowels are a specialty. They are used the world over.
Blade is made of Disston Crucible Steel, carefully hardened, tempered and ground.
The handles are mounted in the most approved manner.

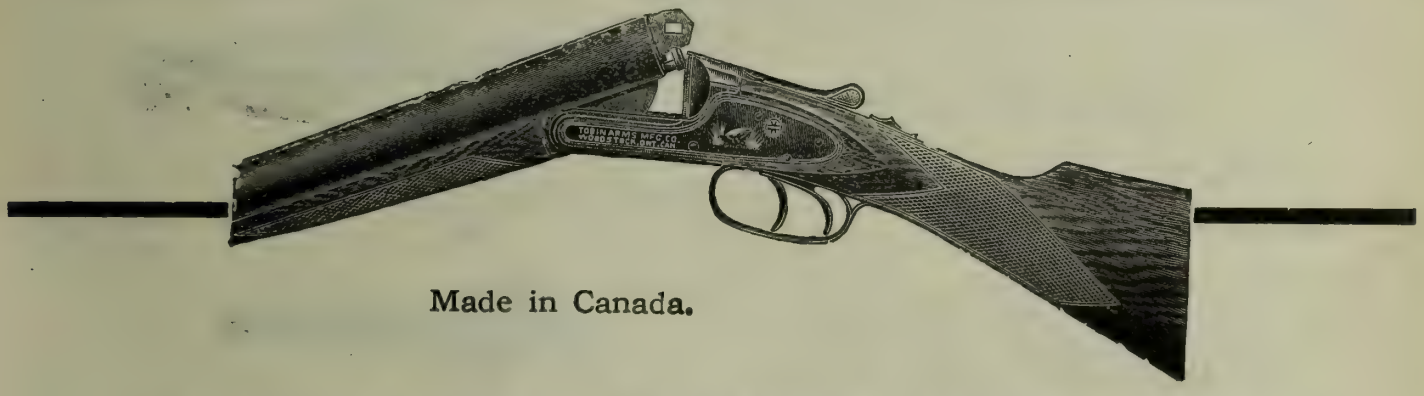
Guaranteed to give satisfaction.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - PHILADELPHIA, PA.

Canadian Works:—FRASER AVE, TORONTO, ONT.



Made in Canada.

A GOOD GUN IS A GOOD SELLING GUN

The progressive dealer will want to supply his trade with a gun which combines the best and most modern features in hammerless gun construction.

The Tobin Simplex Gun is designed to meet the requirements of the most exacting buyer. It is sold on a money-back guarantee, and being made in Canada, costs less than imported guns of the same grade.

The Tobin Gun is the strongest light gun, and the lighest strong gun made. The frame and all parts of the action are made of steel drop forging, and the hammers, sears, springs and locking bolts, are of tempered spring steel. Only the best imported fine-grain walnut is used in the stock, while the steel of which the barrel is made is that which repeated tests have shown to possess the greatest tensile strength under the strain of excessive loads of nitro-powder.

You should stock the Tobin Gun. Write us for catalogues and information. We can make business for you.

The Tobin Arms Mfg. Co., Ltd. **Tobin Simplex Guns** Woodstock, Ontario

Are You Prepared For Sap Season Requirements?

The following lines will doubtless appeal to you:

SAP PAILS

Straight Pattern



Nos.	7	9	12
Gals.	1	1½	2
Dim., Ins.	8½x9	9x9	8¾x12½
1C Per 100	$11.50	14.00	15.00

SAP PAILS

Flaring Pattern



Nos.	70	120
Quarts	6	10
Dim. Ins.	10x6¼	11¼x8½
1C Per 100	$11.25	15.00
1X " "		18.50

SAP SPILES

"Warner" Malleable Iron



Per 1000 $45.00

SAP SPILES

"Eureka" Cast Iron



Per 1000	$12.00
" 100	1.30

Packed in boxes of 500 and 1000

The usual discounts are given off the above prices.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon

The Steel Company of Canada
LIMITED

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

PRODUCERS OF

Bar Iron, Bar Steel,
Bands, Angles, Sleigh Shoe and Tire Steel.

Wrought Pipe,
Merchant, Black and Galvanized.

Horse Shoes, Horse Nails,
Iron and Steel Wire,
Brass and Copper Wire,
Nails, Screws, Tacks, Bright Wire Goods,
Wire Fencing, Spikes, Nuts and Bolts.

HEAD OFFICE: **HAMILTON, CANADA**



THE JAS. MORRISON BRASS MFG. CO. LIMITED TORONTO, ONT.

For Valve Quality use



J.M.T. Globe Valves

with composition or copper renewable disc.

Made in *J.M.T.* Standard Weight and Extra Heavy Weight.

A HELP TO SUCCESS IS

to purchase your supplies from manufacturers of established reputation for all that is best in quality and efficiency—Your sales then bring back satisfied customers.

This is particularly necessary in the handling of STEAM GOODS. The reliability of the maker has to be very larely depended upon.

TRY J. M. T. STEAM GOODS
THEY ARE MADE TO LAST

TRADE MARK J.M.T REG. STEAM

The Improved J.M.T. Injector

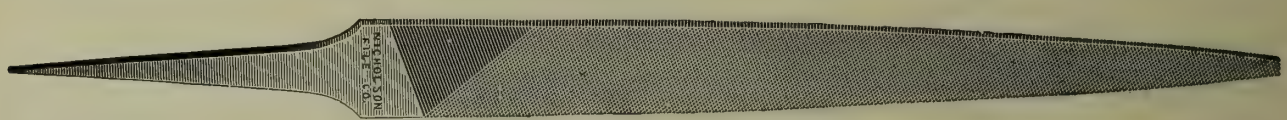


The improved J. M. T. Injector will work under a wider range of pressures than any other machine on the market.

Works low 18 to 20 lbs.
Works high to 220 lbs.

THE JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide St. West - - - - - TORONTO



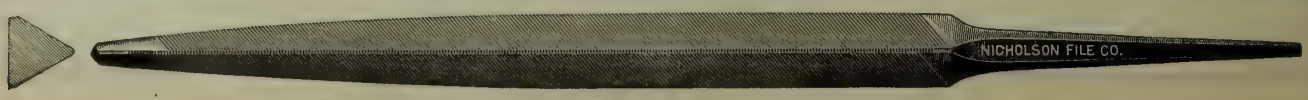
Special Steel—Special Methods
and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada :

AMERICAN ARCADE GREAT WESTERN GLOBE
EAGLE McCLELLAN K & F J. B. SMITH

Sell these and you sell the best.

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**



Successful Merchants Put a Receipt in Every Parcel

Why Don't You?



National Cash Registers afford the quickest and safest known method of recording every sale and of automatically issuing a printed receipt. Each receipt is consecutively numbered and dated, shows the amount of the transaction and clerk's initials. Duplicate record is kept inside the machine where only the proprietor can get at it. You need this protection. Why keep on "trying to get along without it"? Write for booklets and price list.

NATIONAL CASH REGISTER CO.

F. E. MUTTON,
Manager for Canada

285 Yonge St., Toronto

Think Over This Metal Ceiling Matter

how we bring trade right into your store.

Our big advertising campaign for 1911 will bring us many inquiries from people who would buy from you if you had the Preston Steel Ceiling agency. Such inquiries we promptly turn over to our local representative.

■

Thus, you see, we do not rest content when we have advertised our goods to your community. We see to it that possible buyers---and everybody who owns a house or store is a possible buyer---are brought right into contact with the dealer.

■

And we give our dealers every possible help when the sale is a prospect.

■

You are the logical distributor of metal ceilings in your locality. The profit is good, and we make the selling easy. Get ready NOW for the business.

Offer Your Trade Choice of Over Eleven Hundred NEW Designs

how we make sure no one can outclass you.

We keep our assortment of designs right up to date. We now have over 1,100 patterns, every one a quick seller.

■

And, at our big factories at Preston and Montreal, we carry a stock ready to ship that is big enough to assure prompt filling of every order. Thus our dealers never suffer from delays on our part.

■

Thus we add to the value our advertising help gives you. For you can be sure of satisfying your customer once we have landed him for you. He will get what he wants when he wants it.

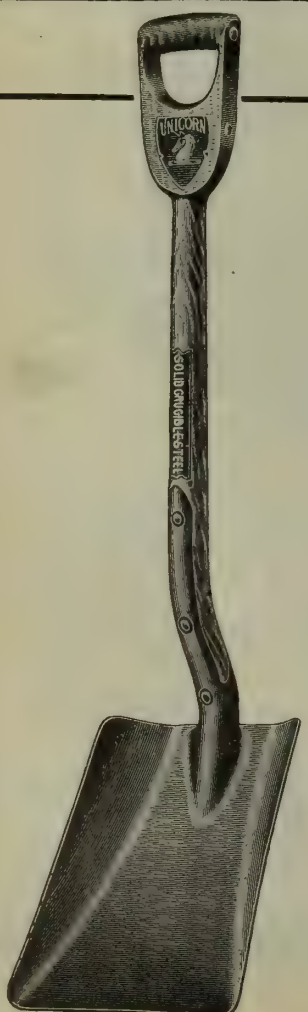
■

You will get an attractive proposition on prices and terms, if you will write us and ask questions. You will then see why you certainly should include Preston Steel Ceilings in your regular selling. Ask NOW.

PRESTON STEEL CEILINGS

The Metal Shingle and Siding Company, Limited

PRESTON, ONTARIO. - - Branch Office and Factory at Montreal



The Mark of the Maker

TRADE MARK

Registered

Protects the user, dealer and jobber. The only way to be sure of the goods you sell is to know who makes them.

The largest shovel warehouse in Canada is now well stocked; every shovel is made by us, branded with our registered trade mark and sold under our name and Guarantee.

If you don't know who handles Lundy Shovels, write us, and we'll be glad to tell you.

Write for Catalogue

The Lundy Shovel and Tool Co., Limited

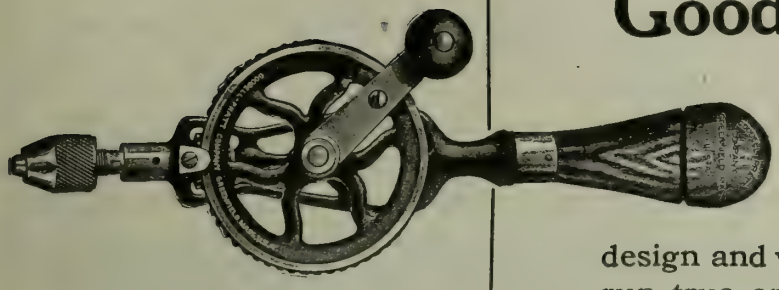
Gen'l Offices and Factory, PETERBOROUGH, and at

MONTREAL WINNIPEG JOHANNESBURG, S. A.

STRONG TALK

to your customers is only possible when you are selling the best goods.

Goodell-Pratt Hand Drills



will back up all the nice things you may say about them. Their design and workmanship are unexcelled. They run true and smoothly, and are all around the best Hand Drill value you can offer.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

Cane's Washboards

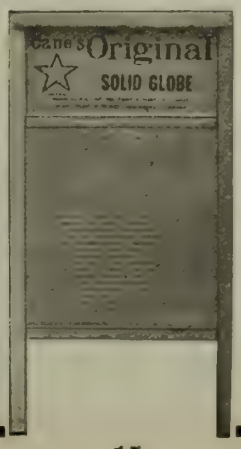
are the Best and Cheapest.





We make this statement without any reservation because we know that Cane's Washboards are better made, from better materials, than any other line of washboards on the market, at anywhere near the same price.

Three of our Leaders



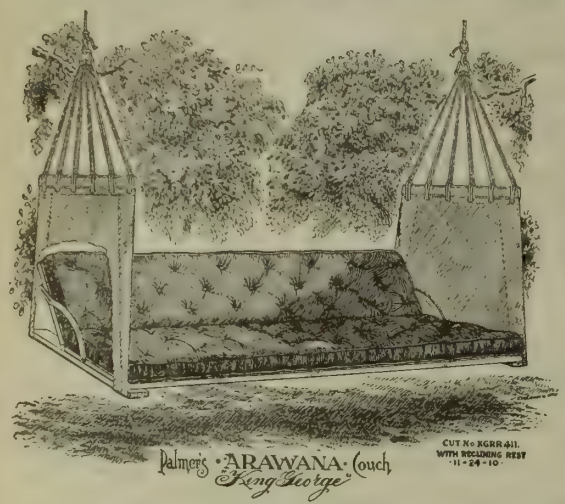
The high-class finish and appearance of Cane's Washboards are in keeping with the soundness of their quality.

Sold by all Jobbers

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONTARIO

Palmer's Arawana and Monarch Hammocks



A standardized line of Couch Hammocks easily dismembered and permitting of partial replacement.

Send for catalog of Arawana and Couch Hammocks, illustrated in colors.

The Couch Hammock here shown can be used with back up as a settee; or with back down and flat as a couch.

The original, largest and best equipped Hammock Plant in the country.



Also manufacturers of Mosquito Canopies, Nettings, Crinoline Linings, Horse-fly and Minnow Nettings, and Window Screen Cloth. Dyeing, Sheer and Swiss Finishing.

THE I. E. PALMER CO.,

Middletown, Connecticut. New York Office: 55 Worth St.



When you think of Metal Ceiling, think of "Galt."

Dealer, House-owner and Architect all favor "Galt" Art Metal Ceiling

Ernest R. Beckwith, C.E., architect on this job, says of the goods supplied:—

"Besides being one of the prettiest ceilings I have ever seen, it was exceedingly easy to erect. In fact, most of the work was done by unskilled labor owing to the regular tinsmiths being busy.

The special material made for the stage-front was accurate in detail and satisfactory in every way."

If you want to please your customer and his architect; if you want to build up a business in Metal Ceiling and if you want to make the most money from your metal ceiling work, send your orders and enquiries to

The Galt Art Metal Co., Limited, Galt, Ont.

A Thing of Beauty is a Joy Forever

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

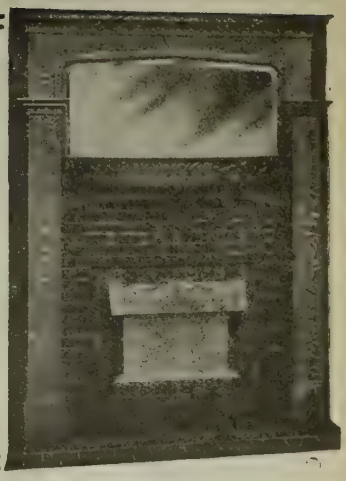
WRITE FOR CATALOGUE AND PRICE LIST.

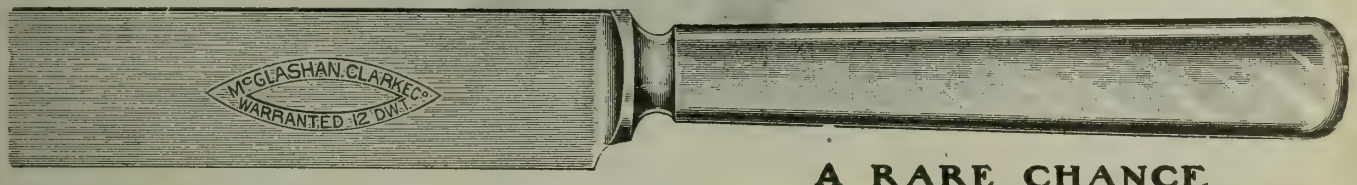
Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





A RARE CHANCE

to stock up with the very best line you ever handled in cutlery. It is made of finest English Steel, 12 dwt. plate and hand burnished. The handle is secure and the knife is put up in neat rack boxes of half dozen.

Send for our complete catalogue and send promptly

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and of Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

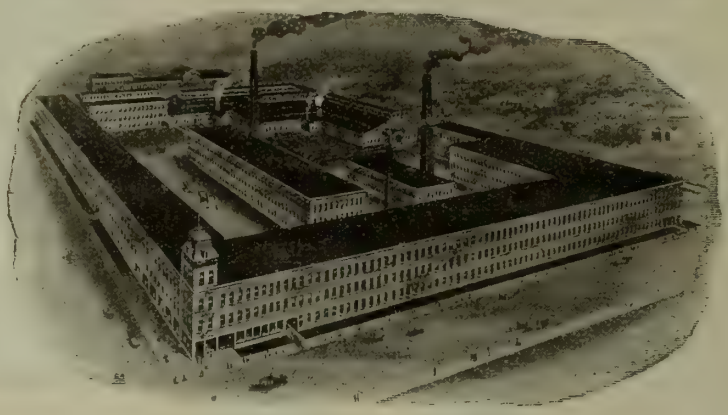
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO and MONTREAL

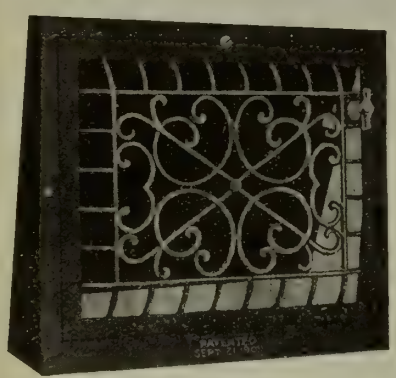


WINNIPEG and VANCOUVER

WHERE "JEWELS" ARE MADE

To the Western Trade:—We are now carrying a complete stock of STOVES, SCALES, FURNACES, CURRY COMBS and HARDWARE SPECIALTIES at Winnipeg and are prepared to fill all orders promptly. Correspondence addressed to us at Winnipeg will be promptly looked after. Our goods have always been popular with the Western Trade and our aim is to make them even more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

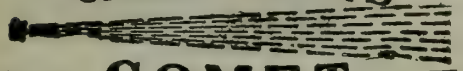
PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

IF YOU WANT
GALVANIZED SHEETS OF QUALITY
SPECIFY

GILBERTSON'S



COMET

BRAND

This name is your guarantee of best quality and the price is right

Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

THE HOUSE-KEEPER'S FRIEND



The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively





This Trade Mark Insures
Genuineness
Originality
Perfection
Satisfaction

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England



USE CUTS For Your Ads.

There is nothing nearly so effective in advertising as cuts. We know it and all good advertisers know it.

Stanley Mills & Co. have thousands of small and medium size cuts for sale at a very low price, about one-third of their real value. They are cuts which have been slightly used, but for all purposes are as good as ever. No two cuts alike and therefore we have no catalogue of them.

To facilitate ordering, we have grouped them about as follows---order by number:

No. 1—MIXED HARDWARE
2—CARPENTERS' TOOLS
3—BLACKSMITHS' TOOLS
4—BUILDERS' HARDWARE
5—HAYING TOOLS
6—FARM IMPLEMENTS
7—FARM PUMPS
8—HARNESS AND PARTS
9—FARMERS' TOOLS
10—STABLE SUPPLIES
11—RIDING SADDLES
12—WASHERS AND WRINGERS
13—HOUSEHOLD HARDWARE
14—CUTLERY
15—SPORTING GOODS
16—TINWARE, GRANITEWARE
17—MUSICAL INSTRUMENTS
18—STATIONERY
19—TOYS
20—WATCHES, JEWELRY
21—MEN'S FURNISHINGS
22—DRY GOODS
23—BOOTS AND SHOES
24—SMALL NOTIONS

When no number is given we will send mixed cuts. Our terms are Cash With the Order. Hardware dealers would do well to order promptly. To have these cuts made would cost twice or three times the price we ask for them.

When we cannot supply a fairly good assortment of the group you want we will make up the balance in mixed hardware cuts.

The price is as follows:

25 Cuts for $4.00
50 Cuts for $7.50
100 Cuts for $12.50

No Cuts exchanged.

Stanley Mills & Co.
HAMILTON, ONTARIO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BRASS SIGNS AND STENCILS.

The Mayo-Brown Mfg. Co.
124 McNab St. North, Hamilton, Ontario

Brass Signs and Stencils, Steel Stamping Tools of every description. Embossed Metal Goods – Checks, Corporation, Notary, and Lodge Seals, Steel Stamps of every description, Carriage, Machine and Name Plates.
Agents wanted in each locality.

BUILDERS' SUPPLIES.

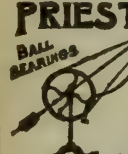
Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS



THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue.

Manufactured by
THE COLLINS MFG. CO. - TORONTO

IRON AND STEEL.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributingand Storing
M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

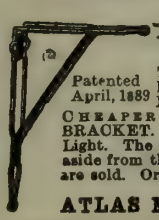
SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Patented April, 1889

Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber

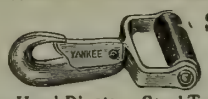
ATLAS MFG. CO., NEW HAVE

SNAPS.

The best "Snap" for the Brea st Strap

"YANKEE" Roller Snap

No. 858



Sizes, 1¼ 1½, 1¾, 2-in.

Spun Head Rivets. Steel Tongue, Large Heavy Body. Large Roll.

Covert Mfg. Co., Troy, N.Y., U.S.A.

MONKEY JACKS.

Trewhella Bros.' Australian Monkey Jacks

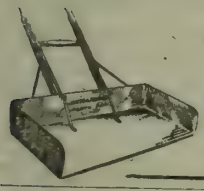
For clearing land of Trees, Logs, Roots and Stumps

Simple, powerful, reliable expeditious. A necessary tool for every farmer.

Trewhella Bros.

6 Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham Victoria, Australia

SKATING RINK SCRAPERS.



HARDWARE MEN

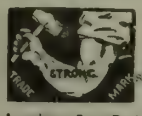
sell the Rink in your town an

ICE SCRAPER

saves time and half the labor.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

TOOL HOLDERS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL

MOP STICKS

"The Tarbox Brand"
Made in Canada

Many kinds

FOR ALL PURPOSES

Distributed through practically all of THE LEADING JOBBERS

Send for Catalog.

Manufactured by

TARBOX BROS. - - Toronto

(Established quarter of a century under the same personal management.)

When writing advertisers kindly mention having seen the advertisement in this paper.

Look for the Name MYERS

Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

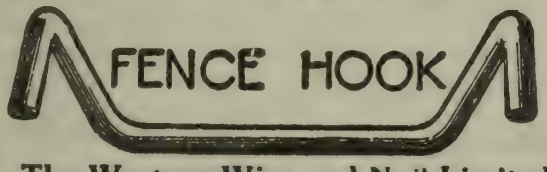
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets of Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Limited, - Co., London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Roadway, Near Queen Street - - - TORONTO



The

Meaford Wheelbarrow Co., Limited

Meaford, Ontario

We make the fullest line of Wheelbarrows of any maker in Canada and can supply your requirements in any style of Wheelbarrow (both wooden and steel) wanted for any purpose.

Write us for Prices and our Catalogue.



Your Opportunity!

Take Advantage Of It!

THE MACLEAN PUBLISHING COMPANY are continually offering their local representatives better and more substantial opportunities.

Have you ever stopped to consider these? They offer:

1. An excellent training in Salesmanship.
2. To live men, one dollar per hour for every hour of their spare time.
3. Promotion to the regular circulation staff of the MacLean Publishing Company.

The MacLean circulation organization is the largest organization of its kind in Canada. It is composed of the highest priced circulation men in Canada—the best salesmen of the country, many of whom got their first training while acting as local representatives.

Persons acting in this capacity come in contact with the best men in Canada. A greater experience could not be wished for.

If you want to be a 100 point salesman, if you want to train so as to be qualified for bigger positions later, write us to-day!

MacLean Publishing Co., Ltd.
143-149 University Ave. - Toronto

Where Knowledge is Power 'tis Folly to be Ignorant!

PARTICULARLY when the knowledge can be readily acquired at a very low cost.

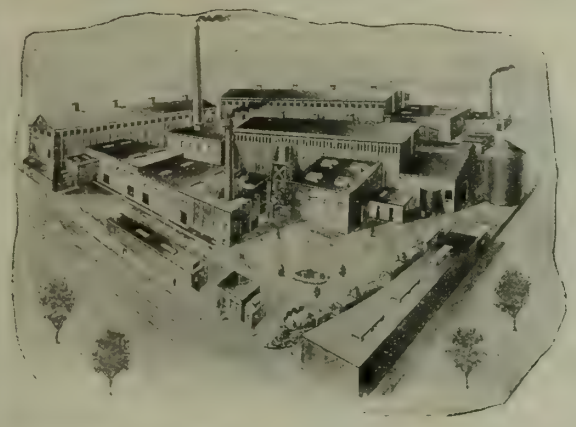
Merchants and Salesmen

will find their efficiency greatly increased by a careful perusal of any of the books listed below. *Write for fuller particulars.*

The Making of a Merchant	$1.25	How to do Business by Letter	1.00
Men Who Sell Things	1 00	Ropp's Commercial Calculator	
Human Nature in Selling Goods	50	Office edition (cloth)	1.00
Management and Salesmanship	50	Pocket edition (leather)	1.00
Sales Plans	2.50	" " (cloth)	50
Practical Publicity	2.15	Vest pocket edition (leather)	50
Retail Advertising Complete	1.00	" " " (cloth)	35
Bookkeeping Self Taught	1.00	Tea Hints to Retailers	2.00
Success in Letter Writing	$ 75	Cost Accounting Pathfinder	1.00
		Coffee, its History	2.00

ANY OF ABOVE BOOKS SENT POSTPAID ON RECEIPT OF PRICE

THE MACLEAN PUBLISHING CO., Limited, Technical Book Department **143-149 University Avenue, TORONTO**



The above cut illustrates our complete plant, showing the new addition just finished.

WE LEAD THE WORLD

The ever-increasing demand for

BEAR BRAND LAMP BLACKS

has necessitated this increase in our manufacturing facilities, as shown in the figures below:

	CAPACITY
1902 - - -	3,000,000 pounds
1905 - - -	6,000,000 "
1911 - - -	10,000,000 "

Our growth is entirely due to the consistent high quality and absolute uniformity and purity of our products, together with the courteous treatment always extended to our customers.

If you are not using OUR BLACKS, write us and we will submit samples and prices which will save you money and secure your orders.



WILCKES MARTIN WILCKES CO.

The Largest Makers of Fine Lamp Blacks in the World.

Office, 135 William Street - - - New York

Factory, Camden, N.J.

CANADIAN AGENTS — E. FIELDING, 34 Yonge Street, Toronto, Ont.
FRANCIS HANKIN, & CO., 230 Coristine Bldg., Montreal, Que.

F I X These Facts In Your Mind



Leeknott Roofing is made from the best long fibre wool felt.

Leeknott Roofing is thoroughly saturated with genuine Trinidad Pitch Lake Asphalt.

Leeknott Roofing will not dry out, crack or rot in any climate.

Leeknott Roofing is shipped complete with galvanized nails, cement, and instructions ready to lay.

Leeknott Roofing is fully guaranteed. It will pay you to handle Leeknot Roofing.

AGENTS WANTED

CANADIAN SUPPLY CO.

220 KING ST. WEST - - TORONTO



Do you stock the exact requirements of the shooter?

DOMINION AMMUNITION

Is made in over 125 styles of Cartridges which are absolutely dependable in any standard make of rifle, revolver or pistol, and over 500 loads of Shot Shells of the various gauges, loaded with either black, bulk or dense Smokeless powder and either chilled or soft shot.

These are especially adapted to meet every form of game or wild fowl shooting.

To make a success of the Ammunition Business it is very essential that you carry the correct load in Dominion, for every form of hunting in your vicinity.

A satisfied customer is your best form of advertisement. Write for catalogue.

DOMINION CARTRIDGE COMPANY, Limited

AMMUNITION MANUFACTURERS — MONTREAL, CANADA



That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY: INDIANAPOLIS IND.

E C. ATKINS & CO.

HAMILTON ONT.

Retail Hardware Convention Proved Best on Record

Great Crowds at Peterboro at the Sessions of the Ontario Association—Accommodation Proved Inadequate and Hotels Were Overtaxed — Important Reports and Interesting Discussions Heard—Manufacturers' Exhibits Proved a Splendid Feature.

The annual convention of the Ontario Retail Hardware and Stove Dealers' Association, held this week at Peterboro, was in every respect the most successful yet conducted. The attendance was larger, the enthusiasm more marked, and the interest better sustained than at previous conventions, successful though they have been. With each succeeding year the members have been getting to know one another better and to take a greater interest in the convention. In consequence, they are getting more benefit from the gatherings and are showing more zeal in securing new members and in widening the scope and influence of the association.

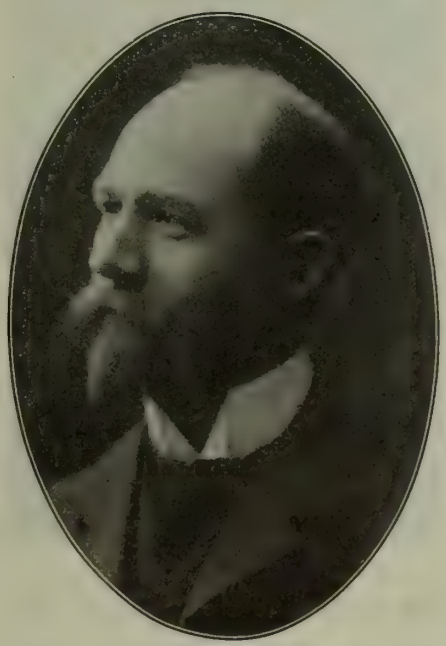
The Peterboro convention has demonstrated the long strides forward which the association has made. The manufacturers' exhibition has grown into one of the most interesting features of the convention; undoubtedly, it serves to attract visitors who otherwise might stay at home. The window-dressing contests promise to become a source of quickened interest. It is thought by some members that this department should be widened in some way, so that more window exhibits would be possible and some plan may be evolved to effect this before next year. It is also apparent that the discussions at the convention are growing in interest. Members now talk more freely, and, during the question box session particularly, many points of vital import are threshed out. To follow the discussions is a liberal education in itself from the hardware standpoint.

Visitors Arrived Early.

The influx of convention visitors began on Sunday night. Not a few exhibitors put in their appearance at that early stage, in order to get a good start at arranging their exhibits on Monday. The real rush began on Monday, however, when every train carried its quota of convention visitors. The evening trains pulled into Peterboro full and departed almost empty, so largely did the hardwaremen monopolize the traffic. In the meantime the hotels were filling rapidly and the "doubling-up" process had to be resorted to. By ten o'clock it did not suffice to put two men into one room. In nearly every hotel the average density of population for the night was about three heads per room. Cots were erected in odd corners and nooks and were gladly accepted by the visitors. The situation was cheerfully accepted, however, and few complaints were heard.

Peterboro's Welcome.

Visitors who arrived during the evening were struck at once by the illumination of the streets. Peterboro's business section was brilliantly lighted up for the occasion and a good impression was created thereby.



President Cinnamon.

Civic committees met a number of the trains and greeted the incoming hardwaremen most cordially.

Big Rush on Tuesday.

The flood of visitors was even more pronounced on Tuesday and the demand for accommodation became much harder to satisfy. The hotel dining rooms were literally crowded to the doors at meal hours and a certain knowledge of the fine points of the gentle game of Rugby football was necessary if an early meal was desired. However, the crowds accepted the situation as inevitable and did not object to the consequent slowness in service, as it gave them time to talk, sing and have a good time generally.

Badges were worn by all officially connected in any way with the convention and the unique Gillette badge, supplied by the Gillette Co. for that purpose, was seen on all sides. Different-colored ribbons helped to distinguish the different classes. Officers of the association had yellow; members, blue; guests, white; exhibitors, red, and travelers, grey. Many also wore buttons and badges supplied by exhibitors.

The mornings, as per the official programme, were left open, and the members filled in that time as they saw fit. Factories were visited by a great many and the exhibition was, of course, a central point for the members. Some enthusiastic curlers took advantage of the courteous offer of the Peterboro club and enjoyed a few games at the curling rink.

On Tuesday evening the band concert proved an enjoyable feature. On Wednesday night, the public was admitted, and enough people took advantage of the opportunity to fill the exhibition hall at the armories to the point almost of suffocation. As only one door had been opened to serve both for those coming in and those going out, the jam was terrific. Many hardwaremen, who had got in early, could not get out when the time came around for the question box session at the Collegiate Institute, and consequently they missed that very interesting discussion.

The convention sessions were carried out according to programme. The attendance was large at all meetings, and a lively tendency to take part was evinced by a large proportion of the members.

Taking it all in all, the convention was a great success, and the prospects for continued success in the future are bright.

Opening Session of Convention Largely Attended---Address of Welcome---Reports of Officers Heard.

The opening session of the convention on Tuesday afternoon started a little late, owing to the fact that delegates found it difficult to get meals on time at the hotels, so great was the crush. It was nearly two o'clock when President Cinnamon took his seat. Facing him was an audience of such proportions that the room was barely large enough to hold all. Every seat was occupied and many were compelled to stand.

It was a jolly crowd. The time which expired between the official hour of opening and the actual commencement of proceedings were happily filled in with chorus work led by Adam Taylor of the Taylor-Forbes Co., Guelph. Mr. Taylor proved himself an expert wielder of the conductor's baton for he succeeded in getting some rousing choruses out of a collection of songsters, who, at first, displayed trepidation rather than confidence. "The Good Old Summer Time," "Rings on Our Fingers," "Cinnamon, That's Me," were among the selections given, the words in each case having been specially adapted to the situation.

President Cinnamon invited Mayor Morrow of Peterboro, Jas. Hardy and S. H. Alexander, representatives of the Wholesale Hardware Association, to take places at the president's table. Each gentlemen was greeted with three cheers as he rose and took the proferred place. An invitation was also extended to Mr. Peart of Regina and Ald. Kelly of Guelph to take a seat at the front, but neither was present. Mention of the name of the Guelph representative aroused once again the vocal propensities of the assembly and one verse of "Anybody Here Seen Kelly" was lustily intoned.

By this time the room was literally crowded from "pit to dome" and proceedings had to be delayed while seating room was found for late arrivals. The President made announcement that the first arrangement had been to meet in the Collegiate Institute, but, as the attendance in the morning had not appeared overly large, the arrangement had been altered and the meeting set for the band room in the armory. Since then, the attendance had grown as though by magic, and the room they were in seemed hardly capacious enough. If the delegates desired it, an adjournment could be made to the Collegiate.

The proposal, however, was voted out, the delegates declaring unanimously that it would be better to go right ahead.

On behalf of the association, President Cinnamon extended a welcome to Mayor Morrow. He referred to the growing and prosperous condition of Peterboro, eulogizing it as one of the most promising cities of the Dominion.

Mayor Morrow read a courteous address of welcome, extending the freedom of the city to the members of the association.

A Suitable Reply.

H. Occomore, Guelph, a member of the executive, replied to the address. He had been selected for the honor, he said, not because he was endowed with oratorical gifts, but because he was an



H. OCCOMORE, Guelph,

Who responded to the Address of Welcome.

old Peterboro boy. About twenty-five years ago he had come to Peterboro to learn his trade as a tinsmith and had always since taken great interest and pride in the city. He thanked the Mayor for the heartiness of the welcome. The delegates, he felt sure, would take the freedom of the city tendered them. They might perhaps take something more. (Laughter.) In conclusion he voiced the gratitude of each member of the association for the kindliness with which they had been received.

Greetings From Wholesalers.

S. H. Alexander, of the Wood-Vallance Co., Hamilton, was called upon, as president of the Wholesale Hardware Association, to speak for that body. After voicing his pleasure at being able once more to see so many familiar faces, Mr. Alexander extended his heartiest thanks for the courtesy with which he had been received. He expressed the desire that all branches of the hardware trade—the manufacturer, the jobber and retailer—should, to quote a biblical term, "dwell together in unity." "We are all necessary to each other," he declared. "We feel that the retailers are our best friends and we hope that you feel the same towards us. When you prosper, we prosper, and when we prosper, you prosper."

He hoped that each hardwareman present would be amply repaid for coming. One of the great benefits the members of the Wholesale Association reaped was in coming together. It would be better for each dealer if he felt kindlier feelings for the "man down street." The inculcation of a feeling of amity was one of the great points of the retail association.

Cartage and Boxing.

Reverting to this oft discussed problem, Mr. Alexander paid a tribute to the Cartage and Boxing committee of the retail association. They had worked most zealously.

"If they had been asking anything that the jobbers could give by hook or crook," declared Mr. Alexander, emphatically, "we would have met their wishes. But we have earnestly threshed this question out and are sorry that it cannot be done."

In conclusion, he extended the wish that he felt from the bottom of his heart, that the Asociation would enjoy every success.

Secretary Hardy Speaks.

When James Hardy, secretary of the Wholesale Asociation, rose to speak, he was greeted with a stentorian rendering of "What's the Matter With Grandpa?" Judging from the heartiness with which all joined in, it was quite apparent that, in the opinion of everyone, there was nothing the matter with "Grandpa" —which appelation Mr. Hardy took with the best of good humor.

It was not his first visit to a hardware convention, he declared. He hoped it would not be his last. His position was rather anomalous. In fact, he didn't know whether he was jobber, manufacturer or retailer. He was something like the 57 varieties. (Laughter.) He had not, of course, that number of associations yet— but he was getting on.

"I am not going to moralize on business ethics," he continued, "but it has come to members of our association that, on some goods, we are not getting enough profit. Some years ago it cost to do business only about 50 or 60 per cent. of what it costs to-day. That extra cost has not been aded to the price of goods. It has got to come. Is it not for you also to consider whether you are getting enough for your time and pains?

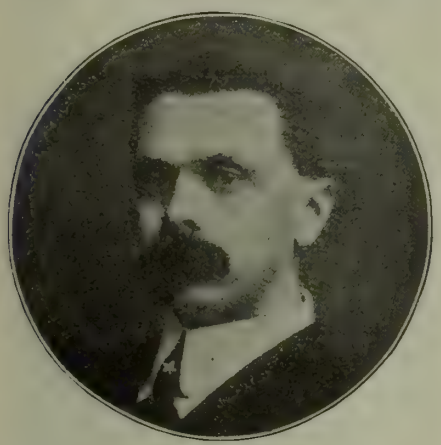
"It is all very well to figure out that you can beat the other man over the way 10 cents on a certain article. The question is, gentlemen—Are you making enough profit? (Voice—"No.") Fortunately, I learned that adage early in life. I now have enough—if I can hang

on to it. I hope that you will all learn the same lesson.

"My advice is, get to know one another at home first. Get to know the man who is your competitor, and you will soon be able to save that 10 cents."

The Cartage Question.

This subject, declared Mr. Hardy, had received attention often. He had never seen a body of men more unanimous than were the jobbers, in feeling that they would meet the requests of the retailers if they could. Unfortunately, they



S. H. ALEXANDER,

President of the Hardware Wholesalers, Who Extended Greetings.

could not do so. It might be urged that it was done on the other side; he knew that the lumping of cartage charges there in the cost of the article was proving unsatisfactory and would probably be abolished.

"It is upon profits that we run our business and live," commented the president at the conclusion of Mr. Hardy's address. "A man might continue in business without profits—but not for long. We should take our cue from our visitors; for it is just as necessary for us to make money as it is for them."

Manufacturers Speak.

A number of manufacturers were then called upon for a few words.

"It is indeed a pleasure to met so many that I know," said Adam Taylor of Guelph. "Like Mr. Alexander, I came from the backwoods and do not often meet my friends in the hardware trade, and the pleasure of these annual gatherings is therefore accentuated for me."

"Mr. Hardy has touched upon a most vital point," declared A. A. Bittues of the Gillette Safety Razor Co. "There is only one way to get profits—by price maintenance. That is the only correct way to do business. (Applause.) You all know the methods pursued by our company. We say to the wholesaler, 'You shall buy for a certain amount and sell for a certain amount.' We say the same to the retailer. The same principle should be appiled to all lines."

Mr. Howe, Asbestos Sadiron Co. — "Profit is the keynote, but behind that again is another word—courage. A whole lot of dealers, standing behind the counter, lack courage. You are only standing in your own light, and that of your competitor and your town, when you are afraid of competition. He who stands on price only goes just so far and he has to take the dust of his competitor. All hardwaremen should join the association and make 1911 a winner for all."

The President's Address.

The annual address of the president was one fraught with mature consideration and a comprehensive insight into the problems that confront the hardwareman. President Cinnamon did not need to rely on a printed address, but delivered his message verbally. A great many good ideas were given. So ably delivered was the address that it was freely whispered among the delegates that M. S. Madole, the Ciceronian hardwareman from Napanee, would have to look to his laurels.

"I feel that I can greet you and heartily congratulate you on the success of your association up to the present," began the president. "Three years ago it was hardly known. To-day it is known from one end of the country to the other. Some thought it would never amount to much. To-day, I am glad to state, our association is held in respect and esteem, not only by the best retailers, but by the manufacturers and jobbers, who now regard it as something having life and power. No member, no matter how optimistic he may have been, ever dreamed that it would be possible to have, at so early a date, an exhibition of such size as the present. It is a credit to the hardware trade in the whole province, to the city of Peterboro, and to every manufacturer and jobber represented."

The Toronto exhibtion he believed to be one of the greatest annual events civilization had ever seen. In the near future, there would be another great annual event, retail and wholesale hardwaremen meeting together in annual convention.

Gives Experience.

President Cinnamon then "gave his experience," acknowledging that he had not seen enlightenment on the score of association benefits as soon as others had. Up to three years ago, he could count the number of retailers that he knew on the fingers of his hands. He had thought they were the meanest and smallest men he had ever known. It seemed to him then that all the meanest and smallest men the Lord ever made became hardware dealers. (Laughter.) Circulars would come to him about association work and he became familiar with such names as Humphries, Brocklebank, Hambly, Wrigley, Castor and Chown. He had thought they must be a bunch of weak-headed fanatics to dream that they could effect an organization. (Laughter.) Now he wished that all the retailers in the country were fanatics of the same kind. (Applause.) Finally, on the advice of a traveler, he decided to go. What a different opinion he soon formed!

Came, Saw, Was Conquered.

The result might well be summed up in the famous message of Julius Caesar—Veni, vidi, vici (I came, I saw, I conquered). "Only," declared Mr. Cinnamon, "I came, I saw and. instead of conquering, I was conquered. I found that some of the whitest, most wholesouled and manly-hearted men were hardwaremen. The friendships I formed then, I hold still."

Bring in Outsiders.

"But there are still some outside the fold," he declared. "There are still merchants who strive to put the other fellow out of business. Now surely in this enlightened age, the business man should have nobler and higher aims. You will find that men who do this thing are not members of the asociation. Our duty, then, is to get them to attend our meetings. Attending conventions makes better and bigger men."

Echoes of the Past.

The president fell into a reminiscent vein, and told of the many happy, exciting and humorous events of the past three years, retailing stories of the Toronto, Hamilton and London conventions and that never-to-be-forgotten trip down the St. Lawrence. Such things as sleeping four or five in a room and dodging rolls of roofing, propelled by mysterious hands through fanlights, had been incidents which merely added to the interest of these occasions. He paid a passing tribute to their kind hosts in all these



JAS. HARDY,

President of the Hardware Wholsalers, Who Spoke.

places. Lastly, he came to the present convention—the biggest and best of all.

The Part of The Hardwareman.

"What a wonderful heritage we Canadians have," declared Mr. Cinnamon. "And no class of men to-day in Canada had done more to upbuild the country than the hardwaremen. To build the railroads, float fleets, raze forests, till the soil and build cities, the tools and material are supplied by hardwaremen. It is

indeed an honor to be president of a body of such men.

President's Report.

"I, as president, on behalf of our association wish to thank the officers and executive members for the very great assistance they gave me during the past year, and more especially do I wish to thank our secretary, Mr. Wrigley, for the splendid work he has done, and the great interest he has taken in association matters. You know the success of any organization of this kind depends a great deal upon its officers, and I feel that too much credit cannot be given them. Because of their good work, I, as president, had very little hard work to do.

"Our Executive met on Good Friday, and Thanksgiving Day, in Toronto, and I am pleased to say, that every member attended both meetings, which shows the interest they took in the association works.

"Many matters pertaining to the interests of the association were taken up and discussed, and referred to committees. During the year we met the Railway Passenger Agents' Association, and took up the matter of single railway fares, while attending our conventions. We met the late Howard Hunter, superintendent of insurance in his office, in the Parliament Buildings, and discussed the matter of mutual fire insurance with him. We met a committee of the Wholesale Hardware Association, and discussed trade grievances, but, as all these matters will be laid before you, by their respective committees, it is unnecessary for me to say anything more fully about them.

"However, there is one matter, just here I would like to refer to, and that is re the marking of white lead. You know there has been on the market for years a brand of white lead, labelled No. 1, and some dealers sold this to their customers using the expression, "This is the best No. 1, White Lead," and customers thought they were getting the best quality of lead, equal to that sold by other dealers and marked "Genuine" or "Strictly Pure," believing that if an article was No. 1, it could not be any better. This caused a lot of annoyance and trouble in many cases. Your Executive took this up with the White Lead Grinders' Association, and after considerable time and correspondence succeeded in getting the white lead grinders to discontinue using the No. 1 label. Seeing we were successful in this matter, is it not reasonable to expect, that we will be just as successful in other matters of equal or greater importance to our business, if our association demands it?

"During the year, I had the pleasure of attending two large hardware conventions, in the United States, in company with Mr. Wrigley, our secretary, and Mr. Caslor, our treasurer, and just here let me say, that I believe a great deal of the success of our present convention, and of this exhibition, now being held at Peterboro, is due to the fact of our having visited those conventions, and getting the information we did.

"The first we attended was the "Ohio State Convention" held in February, in the large hall of the "Grand Army of the Republic," in the city of Toledo—and the second we attended in August, was the Michigan Hardware Convention, held in the large armouries, in the city of Detroit. Both of these conventions held exhibitions in connection with them, and were largely attended. Many new lines of goods were shown, for the first time. Convention matters were gone into, with much interest. The leading features being the 'Question Box' discussions, and the Mutual Fire Insurance reports. One of the most important questions, from the 'Question Box' was—'What per cent. of the cost should be added for the cost of doing business, or in other words what per cent. does it cost to do business? We found that the same thing existed there that exists here—that many merchants had never taken into consideration, the cost of doing business at all. Those who took part in the discussion of this question, stated that it cost all the way from 15 to 22 per cent.—according to the amount of business done—What a surprise this will be to the merchant who marks an article, that costs him $1 in the jobber's warehousle, $1.25, and thinks he is making 25 cents clear profit, when really, he is making absolutely nothing. As this is a very important matter, I would recommend that our Executive get all the information they can on this matter, and have cards printed, showing an approximate cost of doing business, and senh a copy to the different members of this association.

"The reports from the Mutual Fire Insurance branches showed a saving of from 25 to 50 per cent. on old line rates. And I would here strongly recommend that our Mutual Fire Insurance Committee be instructed by this convention to continue its work until we here, in Ontario, also succeed in forming a Mutual Fire Insurance Company, for the benefit of our association members.

"While at these conventions, we learned that many of the trade grievances, that bother and worry us here, exist there also—such as small manufacturers and jobbers selling direct to consumer—the unfair competition of the Catalogue Houses and Departmental Stores, and the retailers themselves, instead of standing together for fair profits—in many cases sold, many lines of goods, on margins far below what it actually cost to do business. But I am pleased to state, we also learned that things had very much improved, since associations had been formed and conventions held and members became better acquainted with each other, and had learned the folly of doing business for nothing. I would recommend strongly that this convention before its close appoint a strong committee, to confer with a committee that might be appointed by the manufacturers and jobbers, to discuss the matter of 're-sale' prices, and also consider the ways and means of how to best do away with the evil of selling so many staple lines at a margin of profit far below the actual cost of doing business.

"I would also recommend that this association assist as far as possible, through its executive the formation of local association, where asked to do so.

"And now, gentlemen, in conclusion let me urge upon you the importance of attending every session of this convention, and of taking part in its discussions. It is your convention—upon you depends the success of this convention and the success of our Association. I would rather hear twenty members express themselves for one or two minutes each, than hear one member speak twenty minutes or half an hour—If you have complaints to make, faults to find, suggestions to give, do it during the proper sessions, and do not wait until after this convention is closed. Spend as much time as you can outside of convention sessions, in the Exhibition Hall, among the exhibits, as you cannot learn too much about the goods you are supposed to sell. Visit all the manufacturing plants you can, and see the class of goods you sell under process of manufacture. Place as many orders as you can consistently do, with the manufacturers and jobbers here represented. Exchange ideas and thoughts with each other upon the different ways of doing business, and I feel satisfied that we will all go back home, better business men, and more determined than ever to help on the good work of our Association."

The Secretary's Report.

When Weston Wrigley rose to read his annual report as secretary, he was greeted by the singing of "Anybody here seen Wrigley," and three cheers. The report read as follows:

"In making my fifth annual report to you I wish to refer first of all to the hearty support given me by the officers you selected at London a year ago. With hardly an exception I could count upon receiving replies to my letters by return mail, and when meetings of the various committees were called every member responded. Comparisons are always odious so I won't compare. But credit should be given where due and I must particularly commend the keen interest taken in the Association work by President Cinnamon, and Vice-President Chown. They have given me a great deal of work to do, their letters being full of practical suggestions. If Mr. Chown's work during the past year is anything to judge by, he will be a worthy successor to the President's chair during the year to come. That old stand-by, John Caslor, has also been an invaluable co-worker, and his sound sense and keen judgment have helped me very much in making the arrangements for the successful exhibition we have in connection with this convention.

"A secretary's job is no sinecure, as many of you know by experience, but when a secretary has the co-operation of a willing corps of officers, and realizes that his work is appreciated by the members, he is willing to sit up nights and disregard the calls of 'come to bed.'

"Reference might also be made to the broadening out of our association work by the appointment of a larger number of committees. Last fall special work was assigned to various members, and with few exceptions, the assignments made were accepted. As a result several of the committees are already organized and had their work planned by correspondence before the President's gavel was raised in opening the convention. This presages success and indicates that at this, and future conventions, 'business' will come first and a 'good time' will be looked for inside the walls of the convention and exhibition halls.

Admit Clerks to Membership.

"The growth of the association membership has been very encouraging and for the first time in our history we have over 300 members in good standing on our books. It is probable that the 350 figure will be reached before the close of this convention.

"Two suit-cases were offered as prizes last spring to the traveler and retailer

who secured the largest number of new members. The following retailers secured one or more new members, but none reached the minimum of six: R. C. Chown, Belleville; J. R. Hambly, Barrie; H. P. Morgan, Peterboro; W. A. Rankin, Ottawa,; John Caslor, Toronto; W. F. Macpherson, Prescott; W. W. Bennett, Gananoque; C. W. Conn, Tillsonburg; W. J. Bell, Beeton, and S. B. McClung, Trenton. Amongst the travelers, W. B. Screaton of the McClary Mfg. Co., London, secured six, and J. W. Gallaugher, of D. Maxwell & Sons, St. Marys, four; P. A. Cheevers, of the Metal Shingle and Siding Co., Preston; Tom Wright, of H. S. Howland, Sons & Co., Toronto, and L. J. Levy, of Boeckh Bros. & Co., Toronto, also showed keen interest in enrolling new members. Mr. Screaton is the winner of the suit case.

"The enrollment of 85 traveling salesmen as associate members of our association last year is an indication of increased interest being taken in our organization by our traveler friends and the wisdom of opening our doors to the travelers will not be disputed.

"Another step farther should now be taken and provision made for the enrollment of retail salesmen, the merchants of to-morrow, into our association as junior members, at a nominal fee of $1 yearly. From our first convention in 1906 until the present, we have had retail salesmen in attendance at our meetings, and some who first attended as assistants now attend as merchants. In Great Britain the Ironmongers' Assistants have an organization of their own, but in this country the best plan would probably be to form a clerks' branch of our association just as we now have a travelers' branch, both clerks and travelers electing a chairman to act for them in bringing matters regarding their branches before our executive or annual convention, I, therefore, suggest the addition of the following clause to our constitution: 'Article 2, section 3—Any clerk, manager, etc., engaged in a retail hardware store in the Province of Ontario shall be eligible for junior membership in our association on payment of an annual fee of $1.'

International Affiliation.

"Several letters have been received during the past year asking our association to affiliate with the International Federation of Ironmonger's Associations, which is composed of hardware associations representing several European countries, as well as the National Retail Hardware Association of the United States. The affiliation fee is only $10, annually, and as the affiliation may be of advantage in securing information on the subject of parcels post laws in other countries, I recommend that we affiliate as requested.

"In connection with this subject appreciation might be expressed for the many courtesies extended the representatives of your association, who visited the Toledo and Detroit conventions during the past year. As a result of ideas picked up at these meetings our office system and convention arrangements have been improved and we can safely say that our exhibition compares favorably with the largest hardware exhibitions held in other countries.

"During the year one firm in Nova Scotia joined our association and dozens of applications were received for copies of our stove 'lien notes' from retail firms in Western Canada and the United States.

Supplies in Demand.

"The 'collection letters' supplied to association members in lots of 100 for $1, continue to be used successfully by a large number of members, the W. W. Chown Co., Belleville, ordering their fifth set last week. The stove 'lien notes' adopted at the London convention, and sold at $1 per 100 are now being used by about 30 members. A plumbing estimate form is now being prepared.

"A membership button was also adopted during the year for retail and traveler members and many firms have ordered extra buttons for partners or clerks at 25 cents each.

Not Many Complaints.

"Complaints have been received from several members regarding the methods of business used by a Cleveland concern selling linseed oil and turpentine to Ontario retailers from supply depots in Canadian cities. Your secretary has been unable to secure satisfactory replies to letters sent this concern and judging from the complaints, it would seem to be the best policy to buy from reputable houses located in Canada, who will be willing to treat customers fairly and courteously.

"An increasing number of complaints are being received regarding the extension of catalogue house competition and as the jobbers have assured your joint committee that they will co-operate with us in fighting this evil, manufacturers might also be asked to assist by establishing re-sale prices on their goods and strictly enforcing the lists arranged. The cataloguing of a five foot saw at $1.45 is a case in point and manufacturers who supply goods at prices less than quoted to retailers should have the dangers of their actions pointed out to them.

Place for Next Convention.

"Invitations have been received from Guelph and Niagara Falls for our 1912 convention, but before accepting either it would be wise to secure full information regarding the hotel accommodation available. When Peterboro was chosen a year ago, the accommodation available seemed ample but so large has been the attendance at this year's convention and exhibition, that we will all have to submit to inconvenience in order to assist in accommodating the crowds. Guelph, which accommodates several thousands of people at its Winter Fair each December, ought to be a suitable convention place.

"In conclusion let me urge that every member make it a point to write the secretary expressing his views on matters pertaining to the trade as every assistance given in this way helps to make the association of greater benefit to all members. The organization is yours—use it."

Executive Committee's Report.

The report of the executive was read as follows:

"Your executive committee are able to report another satisfactory year's work, satisfactory chiefly in that our membership is larger than ever before and that more members are interesting themselves in the work of the association.

"Your executive met three times during the year, after the London convention, on Good Friday, and on Thanksgiving Day. The Insurance Committee met twice, the Lien Note Committee once, and the Joint Committee once. A conference was held with representatives of the Retail Merchants' Associations regarding plans for co-operating with that body, and Vice-President Chown was sent as a delegate to the R. M. A. Convention at Kingston. Your president, treasurer and secretary visited conventions at Toledo and Detroit, and at the Toledo meeting particularly gathered some valuable ideas which have been put into practice in making the arrangements for the large exhibition being held in connection with this convention.

Membership and Finances.

"We are pleased to report an increase of about 25 per cent. in the paid membership during the past year. Last spring the books were cleared of members whose dues were in arrears, but though quite a number of names had to be cut off the loss has more than been mgde up and never before was our membership in as satisfactory a condition as to-day. Membership fees showed a net increase of over $200, and the cash balance in the treasurer's hands shows a similar advance.

"The volume of money passing through the treasurer's hands during the year ran well over $2,000, the growth in the association business having been such that both the secretary and treasurer are now bonded officers.

The Exhibtion Feature.

"Some talk has been heard during the year that our association is overcharging firms which exhibit at our conventions and that the association is making too much money out of this feature. The facts are that the fees charged by us are far below those charged at similar exhibitions in the United States, while the sizes of the booths given to exhibitors by us is much larger than across the line. The rates charged at this convention are practically the same as at London, yet we increased the area of the booths from 68 to 120 square feet, and in addition, paid for a sign 12 feet by 18 inches for each exhibitor as well as erecting and decorating the booths as at London last year.

"Expenses in connection with the London and Peterboro exhibitions will average between 60 and 70 per cent. of the receipts. The balance is not an extortionate profit, taking into consideration the large amount of work undertaken by your secretary in arranging the details of this important feature of our annual gathering.

"The chief value of the exhibition lies in its educational features and in its ability to encourage members to attend our conventions. We urge members to show their appreciation of the assistance given us by the exhibitors by placing orders during the convention. And we particularly urge that enterprise be encouraged—that the exhibitor who goes to the trouble of showing new lines, of demonstrating them, and of trying to make his booth a place where merchants and clerks can go for selling ideas, should be encouraged. We are pleased to see the salesmen who have a glad hand and a good cigar for us. They help to make up the crowd. But the exhibitor who shows originality

Some of the Speakers at the Opening Session of Convention



and enterprise is helping us in a manner which deserves encouragement.

Resolutions of Appreciation.

"We suggest to the Resolution Committee that they draw up suitable expressions of thanks to the Peterboro City Council for their hearty welcome to us, and to them, as well as to Col. Stevenson and the officers of the 57th Regiment and Artillery Corps, for the use of the Armouries.

"Also to the Gillette Safety Razor Co., of Canada, for the magnificent badge supplied to all in attendance at that convention as a gift from that enterprising company.

Amendments to Constitution.

"We recommend that the words 'or any other Canadian Province' be added after the word 'Ontario' in Article 2, Section 1, of the Constitution. Also that the words 'the first day of March of each year' be omitted from Article 1 of the By-Laws and the following words substituted: 'the first day of the annual convention.'

"These amendments are intended (1) to make it possible for hardwaremen from other provinces to join the Ontario association if their own province is not organized and (2) to make the membership year end at the close of each annual convention."

The report of the auditors showed total cash on hand up to January 1, of $2,154.46. Expenses totalled $1,635.37, leaving a balance of $519.09.

All reports were referred to the committee on resolutions.

Brief Notes of Session.

An invitation was read from the Peterboro Curling Club, offering the free use of the rink to visting hardwaremen. The announcement was greeted with loud cheers from vertain devotees of "besom an' stane."

Letters were received from all jobbing houses, containing expressions of good will and wishes for the success of the convention.

James Hardy cited an instance where a local hardware association had learned that 35 per cent. of goods shipped in from catalogue houses were bought by doctors, lawyers and professional men, whom they patronized.

Secretary Wrigley announced that the membership had increased until the total showed 300 members in good standing. The number of travelers belonging had increased from 85 to 150.

Among the signs around the walls were: "Think out your work. Then work out your think;" "The Retail Hardware Convention is the Clearing-house of Ideas;" "Get acquainted with the man next you."

It was given out that ex-President Humphries was ill and would probably not be able to attend.

A telegram of regret was read from J. A. Beaudry, secretary of the Retail Merchants' Association, Montreal.

PROSPECTUS ISSUED BY RETAILERS.

Considerable enterprise has been shown by Howard L. Knox of Lynden, Ont., who not long ago, took over the general store business of J. H. Cornell.

In addition to a general line of hardware and tinware, Mr. Knox handles several specialties which he sells from sample, or catalogue. To call his customers' attention to these lines, he has issued what he terms a "Prospectus," illustrating and briefly describing the different goods he handles, apart from the regular stock.

The prospectus is nine by six inches in size, and contains eight pages and cover. The cover is printed on coated paper, the front showing a half tone cut of Mr. Knox's store and residence.

Each booklet is punched at the upper left hand corner, so that customers can put a string through it, and hang it on a convenient nail.

The idea of this prospectus is good, and it should bring a lot of business to Mr. Knox's store.

Random Sketches at the Convention.



Changes Advocated by Resolution Committee

Legislative Enactments Recommended on a Number of Points —Clerks Can Become Associate Members — Report Received From Mutual Fire Insurance Committee Showing Progress — Visitors are Heard.

The session held on Wednesday afternoon was full of interest, a number of topics of extreme importance being discussed. There was again some delay at the start, it being fully 2 o'clock before the members commenced to arrive in force.

President Cinnamon anounced that there were places at the chairman's table for H. T. Kirk, president of the B. C. association, Fred C. Lariviere, life member of the association, M. C. Hunt, of London, who had acted as chairman of the civic reception committee at the previous convention, and Wm. Maxwell of the Iver-Johnson Arms Co. All were on hand and took their places at the table.

A letter was read from T. H. McLaren of the Canadian Brass Co., Galt, regretting his inability to be present.

A telegram was in receipt from Col. J. B. MacLean, publisher of Hardware & Metal, stating that unfortunately he could not accept the invitation of the association to address them, as he had been summoned to New York.

The president then called upon a number of the guests present to speak.

F. C. Lariviere Speaks.

Fred C. Lariviere referred to the pleasure he always felt in attending the conventions of the hardwaremen. It had consequently been pleasing to him that the convention had been made a week later than had at first been intended, as he was thus enabled to attend, which he would not otherwise have been able to do, owing to his duties as president of the Chamber of Commerce. Mr. Lariviere declared that he was prepared to give the benefit of his long experience to any members, either private or public. It was always pleasing to assist fellow hardwaremen.

That no member of the trade is more welcome than Mr. Lariviere was testified to by the heartiness of the applause that greeted him.

A Word From the West.

H. T. Kirk referred to the difficulty he had experienced in getting east to attend the convention, owing to the invitation having been inadvertently delayed. As he always held the ends of the reins of his own business, it had been difficult for him to get away. He regretted that he had been unable to be at the first sessions, as he had heard of the splendid adresses which had been delivered. If he had been in attendance he would have been able to enlarge his knowledge very materially. "Our association has been working under difficulties," declared Mr. Kirk. "We have been unable to get a good secretary, but at the present time we have a man in sight who promises to efficiently fill the position." He went on to tell of the work of the association, showing that good progress was being made. He congratulated the association on the splendid showing made and the large attendance at the convention.

Evils to be Remedied.

Mr. Kirk spoke strongly on the practice of price-cutting, claiming that the jobbers should see to it that goods were not supplied to men who had to be carried along. If this were not stopped, the hardwaremen would be forced to cut out the jobbers and buy their goods in the old way. Another practice of the wholesalers in their province was to supply goods to grocery stores or establishments not in the hardware business. These stores consequently were selling certain kinds of goods, such as nails and tar paper, cheaper than the hardwaremen could. This should be stopped as it was extremely unfair to members of the trade.

Mr. Kirk extended a hearty welcome to any of the members who could attend the B. C. convention. He could promise that they would have just as good a time as he himself had enjoyed in Peterboro. He would take back kindliest memories of all whom he had met.

Evils of Procrastination.

In introducing Wm. Maxwell of the Iver-Johnson Arms Co., President Cinnamon referred in a light vein to the question of reciprocity. The impression had got abroad that the Yankees were dangerous people, but he felt sure that no fear need be entertained of Mr. Maxwell, although he came from that side of the line.

Mr. Maxwell spoke briefly but humorously, referring to the fact that he was billed to speak the following evening on the question of "Price Maintenance." Any remarks that he might make on the present occasion would necessarily refer to the evils of procrastination, insomuch as he had come unprepared for his "big show." He had prepared his speech, but had not committed it to memory before leaving and circumstances on the trip over had conspired to prevent him doing so. Judging from his experience of the quietness which prevailed at night in the hotels, he did not expect that he would be able to prepare the speech that night. (Laughter.) On this account, he wished to enter an early apology for the necessity that had thus arisen of reading his paper.

Echoes of London Convention.

M. C. Hunt, spoke briefly, referring to the friendships he had formed on the occasion of the convention at London. He had been very glad of an opportunity to meet his old friends again. By glancing over the literature on the table before him, he had recognized some of the old songs, which recalled vivid memories of the past year. He was sorry that he could not stay for the whole convention.

Just to show that the old songs had not been forgotten, the assemblage gave the hardware yell in chorus.

Mutual Fire Insurance.

The reports of the committee on Mutual Fire Insurance was read as follows:

"Your committee regret that they are unable to report very much progress made during the past year. In the first place, our most earnest worker, J. Walton Peart, removed to Regina, and your committee was handicapped in not having anyone who was able to devote the time and ability Mr. Peart has given to this work.

"A second obstacle was the death of J. Howard Hunter, Register of Insurance for the Province of Ontario. While Mr. Hunter was our chief opponent in securing the approval of the Ontario Government to our proposed amendments to the Ontario Insurance Act, Mr. Hunter's death, and Attorney General Foy's illness, have caused delays which have held us back. Mr. Foy states that nothing can be done with our request for legislation until a successor to Mr. Hunter is appointed, but he assures us that in the revision of the Statutes now going on, our suggested amendments will be given consideration.

"A deputation waited upon Mr. Foy and Mr. Hunter last May and had a rather exciting controversy with the latter gentleman, he taking a strong stand in opposition to our position. Your secretary has had three interviews and considerable correspondence with Attorney-General Foy during the year, but cannot say that much progress has been made.

"The members of the Association have also been rather lax in supporting your committee, only about 60 out of 300 having made provisional application for policies in response to two letters sent out asking for these applications to assist us in our work. While we have about $150,000 worth of insurance applied for, we should have at least $500,000 in sight before going farther in our campaign. Mr. Brocklebank is to make a canvass of the delegates to this convention for additional applications.

"The wonderful success of the Retail Hardware Mutuals in the United States, and the great assistance they have been to the association movement there, should encourage us to leave no stone unturned in carrying our fight to a successful conclusion. To do this, however, others besides your committee must bestir themselves. Much depends upon the action of this convention and the selection of a live committee as to whether or not we are able to form our organization during the coming year.

"I would suggest that our retiring president, Mr. Cinnamon, with past president Brocklebank of Arthur, and E. B. Westwood of Toronto, be the Mutual Insurance Committee chosen to

carry on the work so ably begun by Mr. Peart."

Chairman Brocklebank added a few words to the report, stating in the first place his gratification at the evidences of the growth of the association which he saw on all sides. Not as much had been done on the question of mutual fire insurance as had been desired, owing to unavoidable delays, but it was still felt that the problem was one of the most important before the association. He pointed out that the greatest help they could have in presenting their case to the government would be to have applications for insurance from a large number of members. The applications were provisional and not necessarily binding. He would like to have all present sign applications. Going into the question, Mr. Brocklebank declared that, according to precedents set by American hardware mutual fire insurance companies, there would be a dividend to return at the end of each year, amounting perhaps to 50 per cent.

F. W. Jeffery of Midland, stated that there might be some questions on the applications which it would be difficult to answer without having certain information at first hand. He suggested that the members be asked to merely sign the application blank.

Mr. Hambly suggested that the applications be handed around. The members could then sign them and hand them back.

No Farmers Bank.

One man asked how the members would be affected if the insurance proposition resulted as the Farmers Bank had. He did not desire, of course, to imply that any officer of the association would do wrong, but would the members have to make good the losses if any occurred?

It was pointed out that the treasurer of the Insurance Co. would necessarily be bonded heavily enough to cover all possibility of loss.

The blank forms were then handed around and the clauses were read, one by one.

President Cinnamon felt that many of the questions included on the blank application form were unnecessary. All that was needed was a statement from the members that they would take insurance.

In answer to a question, it was stated that the maximum amount was $3,000.

Mr. Brocklebank gave it as his opinion that it would be better for all members who had applied before, to hand in new applications. It would not be wise to go to the Government with applications dated two years back.

He moved, seconded by W. A. Rankin, that the report be received and that each member be requested to hand in the applications, properly filled, at the next session; and that the matter be referred to the incoming committee with instructions to act.

The motion carried.

An Estimate Sheet.

A. Conn of Tilsonburg introduced the report of the committee on Lien Notes and Plumbing Forms, which read as follows:

"On the 26th of January a meeting of your committee was held at Stratford, and after a lengthy discussion, drafted out the following forms to be used by all in the plumbing business. This form enables the dealer to estimate any plumbing job in a few minutes after he has taken off the necessary measurements, without any possibility of forgetting to figure in some article or other which is necessary to the job. We recommend that our secretary have a number of these forms printed and sold to the dealers in lots of 100 or more." Signed by J. R. Myers, S. L. Adolph, Chas. A. Conn.

Mr. Conn pointed out that hardwaremen who did plumbing work would find it convenient to estimate the cost of contracts this way. The slips could then be filed away for future reference



TRASURER CASLOR,
Gathering in the Gold.

and would save them in figuring on contracts. Somewhat similar sheets had been used by members of the committee very successfully.

The report was adopted.

Resolutions Committee.

H. Occomore read the report of the Committee on Resolutions:

Report of Resolution Committee,
February 22, 1911.

We, your Resolution Committee, beg to report as follows:

We have carefully considered the annual reports of your president, secretary and executive committee and submit herewith resolutions arising therefrom, and also various resolutions on matters which have been under consideration for some time past, all of which we submit for your serious consideration.

1. Resolved that a Legislative Committee of three members be appointed by the Executive of this Association, to co-operate with similar committee of the Retail Merchants' Association in matters affecting the interests of members of this Association and such other matters as shall be referred to the committee.

2. Resolved that this convention accept offer of publishers of Canadian Hardware and Stove Journal of two pages in each issue in which to publish official news of the Association.

3. Resolved that Act 2, Section 3 of By-Laws and Constitution read as follows: "Any clerk or manager engaged in a retail hardware or stove store in the Province of Ontario shall be eligible for junior membership in our Association on payment of an annual fee of one dollar, on recommendation of their employers.

4. Amendments to Constitution. We recommend that the words "or any other Canadian Province" be added after the word "Ontario" in Article 2, Section 1, of the Constitution. Also that the words "the first day of March of each year," be omitted from Article 1 of the By-Laws and the following words substituted "the first day of the Annual Convention."

5. That Section 5, Article 3 of the Constitution be amended by substituting the word "Executive" for the word "Association."

6. Weights and Measures. Whereas in the opinion of this Association the present system of charging dealers for re-inspection of scales, weights and measures is unjust to the merchant being in the interest of the general public.

Be it therefore, resolved, that the government be petitioned to assume the expense of such re-inspection charges and that the secretary be instructed to send copy of this resolution to the Honorable Minister of Inland Revenue.

7. Resolved that it is advisable to take steps in the interest of the manufacturers or issuer of price lists, as well as the retail trade, to adopt a uniform size, and that the incoming executive or joint committee take necessary steps to attain this end.

8. Amendment to Division Court Act. Resolved that this association deem that amendments to this Act are necessary to make more easy the recovery of accounts due by garnishment, etc., and that the matter be referred to the legislative committee for action.

10. Resolved that all manufacturers of binder twine be asked to adopt a re-sale price on same.

11. Resolved that this association support and encourage all manufacturers to adopt re-sale prices on all lines of goods manufactured by them.

12. Fraudulent Advertising. Resolved that this association petition the Government to enact laws to prohibit the fraudulent advertising of any kind whatsoever, and matter be referred to legislative committee.

13. Transient Merchants, Peddlers, etc. Resolved that this association desire more stringent laws regulating hawkers, peddlers and transient traders doing business in the Province of Ontario. This matter be dealt with by legislative committee.

14. Parcel Post and Co-operative Bills. Resolved that this association take a strong stand against these bills, and that our legislative committee be authorized to take such steps as may seem necessary to prevent any such

legislation being enacted that would interfere with the commercial rights of all merchants.

15. Resolved that the new executive committee consider the subject of arranging a plan whereby hardware merchants in other provinces may become affiliated with our association if they desire to do so.

16. Resolved that our association write a letter to the Minister of Trade and Commerce, urging him to have a Mercantile Commission appointed, similar to the Railway Commission, to look after mercantile complaints, and to cooperate with Retail Merchants' Association in this matter be recommended.

17. Resolved that a vote of thanks be tendered Col. Stevenson, the 57th Regiment, and Artillery Corps, for the use of their armories.

18. Resolved that a vote of thanks be given the council of the City of Peterboro for the hearty welcome they



M. S. MADOLE and A. A. BITTUES,

Doughty Members of the Police Committee, out on the Warpath.

have given us, and all they have done to make our convention a success.

19. Resolved that a vote of thanks be sent to the exhibitors for their exhibits and the advantages to be gained from this feature to the retail merchants assembled.

20. Resolved that a vote of thanks be tendered the Gillette Safety Razor Co. for their very handsome badge presented to our members.

Clerks to be Members.

In discussing clause 3, D. A. McNab, of Orillia stated he could not see where clerks would benefit by being members. The retail members could not stay at home in order to let their clerks attend the convention. The clerks would probably in time have an asociation of their own. Year by year the list of eligibles was added to. Perhaps next year, their wives would be made members. (Laughter.)

W. F. McPherson thought the clerks should have the same standing as the travelers. They would probably be more likely to attend then.

The secretary pointed out that the clerks would be associate members only, with no voting privilege. They would be allowed to attend the meetings.

A member suggested that clerks be accepted as members only on the recommendation of their employers.

The clause accordingly was amended to that effect and adopted by a vote of 30 to 26.

Will Not Join.

John Caslor could not see where the asociation would benefit by joining the Ironmongers' Association. A similar view was taken by Mr. Brocklebank and Mr. Madole.

The secretary pointed out that the only advantage lay in the fact that the body in question was an international one. It might be that some time in the future, the assistance of the affiliated bodies could be enlisted.

W. F. McPherson thought that perhaps the association would get good ideas from receiving official reports of the proceedings of the Ironmongers' Associations. For this reason, he felt that it would be wise to affiliate.

The clause was voted down and the report as amended was then adopted.

"Question Box" the Feature of Convention

Interesting Topics Were Taken Up and Discussed — Cash vs. Credit—Giving of Cheaper Price on Tinware and Graniteware to City Retailers Condemned—Does Tinshop Pay?

The "Question Box" session was undoubtedly one of the most instructive and interesting of the whole convention. It was held on Wednesday evening in the Collegiate Institute assembly room and was attended by a representative body of retailers. Wm. Magladery, of New Liskeard, was in charge and he deserves fullest credit for the expeditious way with which he conducted the proceedings. Things went with a swing. Each question was threshed out to the satisfaction of the company and some interesting testimony was received on nearly all topics.

At the outset, Mr. Magladery stated that each member was entitled to speak once on each subject, and once only. A time limit of 2 minutes was to be imposed. These rules were adhered to fairly well throughout the eevning.

The First Question.

On a stock of $5,000 what should the total sales be?

E. Wanless, Chatham.—"A successful business should turn the stock three time in a year. In a great many cases it would be possible to turn it four times —$20,000 in a year. A man should make money if he turned his stock three times."

A. Conn, Tillsonburg.—"I agree with Mr. Wanless. Three or four times a year is what a man can expect."

Mr. Magladery.—"The decision reached at a convention on the other side was that a $5,000 business, stock should be turned over four times; larger than $5,000, three times would do.

Question No. 2.

What help would you consider consistent with a $30,000 turnover, one third of this on credit system?

Mr. Taylor, Carleton Place. — "It would depend on whether the business were in a city or a town."

F. C. Lariviere.—"I don't think it matters whether it is a cash or a credit business, except in the matter of bookkeeping. It all depends on the ability of the man, of course, but I think it should be possible to get along with one man and a helper in the store. Salaries should not exceed 7 per cent.

The point was raised as to whether the question covered a straight hardware business only. It was felt by some that if the business included plumbing or tinsmithing, the staff would have to be much larger.

R. C. Chown.—"If you employ plumbers or tinsmiths, you put their wages down to expense account. The point in question covers just the store salaries.

Question No. 3.

What would you do if the business showed as large a turn-over as in previous years, but yet on taking stock you found you were not as well off as the previous year?

President Cinnamon.—"That might be caused by the merchant having cut his percentage of profit during the year."

H. Occomore.—"The only way would be to hunt for the leaks. It would be possible to find where the trouble lay."

F. C. Lariviere.—"The causes might be anyone of four: 1. selling on smaller margins of profit; 2. selling less profitable goods; 3. greater expenses; 4, a mistake in the inventory."

The point having been raised as to the percentage of failures in business, Secretary Wrigley expressed his opinion that the number had been exaggerated. It had been said that 95 per cent. failed, but he did not believe this.

The presiding officer stated that failures had been more common in the past than at present. It had been not uncommon for men to fail with money in their pocket.

President Cinnamon stated that failures were due to bad management, increased expenses or selling at too low a profit.

System of Book-keeping.

"I sell hardware. I am not a bookkeeper. Tell me a simple method of keeping books for a business of say $10,000 or $12,000 a year."

E. Wanless.—"You would need a ledger, a day book, a cash book, and an invoice book. A small business would need just about the same system as a larger one, say running to $50,000. The system I have mentioned is simple enough, but ought to fill the bill. We have used it successfully."

Mr. Magladery.—"A man starting in business, and knowing nothing of bookkeeping, should get an accountant to help him."

Does Wall Paper Pay?

Do the members find wall paper pays in a retail hardware store?

Mr. Taylor, Carleton Place.—"Wall paper, as a department, is the most profitable under our roof. Low price papers pay as well as anything on our shelves. The higher priced papers are—well, there is no end to the profit. The department presents great possibilities, but it needs to be handled by a person with some brains." He quoted instances from his own experience to show how sales should be handled in order to make the stock move. All the hardware stores in his neighborhood carried wall paper. It was possible to sell twelve months of the year; personally, he sold paper last November.

Mr. Bowerman—"I would never advise a hardwareman to go into it. I make a little money out of it, but, unless you do enough business to hire a girl to look after the department, it becomes a nuisance."

W. A. Rankin.—"I think Mr. Bowerman wou'd find it profitable enough if he would make his department large enough to employ a special clerk. Further, it should be placed at the rear of the store in a place of its own."

Profit Sharing.

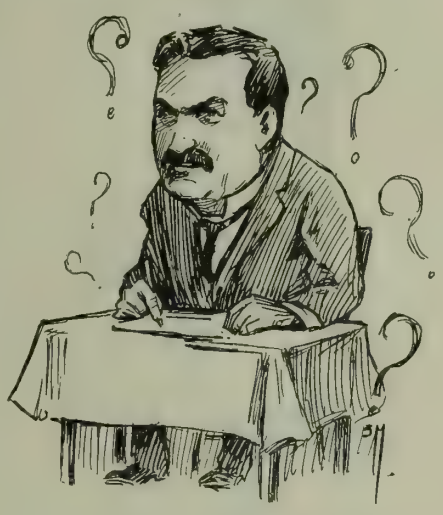
Do you approve of interesting clerks financially in the business? And if so, by what plan?

F. C. Lariviere.—"I would do it on the profit sharing plan—either on individual sales records or on the net profits of the business."

H. T. Kirk.—"I have come to the conclusion that, when a clerk comes to me for a position, I will tell him what he is to get. If he gets dissatisfied with that, I let him go. When a clerk thinks of leaving, I never try to dissuade him."

In certain seasons, another dealer gives bonuses on certain goods. For instance, he gives the clerk a certain amount on the wire fencing they sell in early spring.

Mr. Lariviere explained that the system on profit sharing he followed was to give a certain per cent. of net profits after deducting a fixed percentage for operating expenses. Under these circumstances, clerks do not leave, because they know that elsewhere they could not make better sales and would therefore not be likely to earn larger salaries. The sales records were open to the clerks and this stimulated their zeal, because they could see what other clerks in the establishment were earning. He had clerks who had been with him for long periods, one for 22 years and another for 14 years. With some clerks their salaries were settled every month, with others by the year—always in accordance with the sales made. He knew his source of profit from every man. The clerks did not have separate departments. In respect to permitting cuts in price by clerks, he stated that it depended largely on bulk and the judgment of the clerk. "The secret of profit sharing," declared Mr. Lariviere, "is



FRED. C. LARIVIERE

Gave Advice to all Enquirers.

to devise some means to get a clerk earning, say $12 a week, to make $15 by his own efforts and earnestness."

Mr. Magladery.—"I have tried this and found it a dismal failure. The clerks refused to leave the front of the store and I had to do all the heavy work. I had the wrong system, probably. Our system now is to have a competition. As we have two stores and a tinshop, the competition is pretty keen, and we find this more effective than giving them a financial interest."

Cash Versus Credit.

Is it possible to do a cash business? If so, does a cash business pay?

Mr. Wanless.—"I haven't tried it, but would like mighty well to do it. I can't figure it out how you can run a tinshop and work on the cash basis. We do too much credit, and I guess 75 per cent. of the men here do. When a person sends in an order for plumbing or tinsmith work, you can't get your money until the work is done."

Cash System Pays.

Mr. Hendershott, Mt. Forest. — "I have for some months run my store on a cash basis, except, of course, in the tinshop, plumbing and furnace work. I started on December 1 and am well pleased with the results. I have lost some of my credit customers—and am glad of it—but I have made other customers. There is no reason why the retail hardware store in Ontario should not be operated on the cash basis."

W. F. McPherson.—"I read a circular recently which said that changing from credit to cash is just putting one more spoke in the wheel of the catalog house. When a man has customers who owe him money, they feel that they are indebted to him. Personally, I do not feel that the credit system can be absolutely abandoned."

R. C. Chown.—"We sell the bulk of our goods at credit, and at the end of 30 days we render the bill. The bills are sent out regularly and are stamped after three months. At three months, an unpaid account is considered a mistake, at six an offence, at one year a crime; after that a dead one." (Laughter.)

D. A. Macnab.—"I don't think a hardware store can be run absolutely on the cash basis."

Mr. Jeffery, Midland.—"I tried the cash system but have made up my mind that it is no use in my locality. It largely depends on the locality. If you are doing business in a section where there are lots of mechanics, foundrymen, etc., it does not pay. I believe that you do more business on the credit basis."

A Niagara Falls Man.—"We have been on the cash basis for two years, but we do not do an absolute cash business. We get cash for all that goes out over the counter. We have succeeded that far. I couldn't go back to the old credit system; I would sooner sell out. It can be done, I tell you. Our system is to have a counter slip on which we mark when the goods are to be paid, in the rare cases when credit is allowed. That slip is sent with the goods to the house and payment is always made on time."

Mr. Brocklebank.—"It depends largely on the locality, of course. All hardwaremen should draw as close to the cash line as posible. We have been doing a cash business for some time. Before that, about one-third of our turn over was to be found on our books. Now it is about one-twelfth and sometimes less. Of course, we do not try to do a cash business on plumbing or tinsmithing."

Mr. Macnab reiterated his belief that a man could not do a straight cash business in hardware lines. If a man were in any way careful he could keep bad debts off his books. It took a lot of hammering and a man had to keep eternally at it; but it could be done. He did not want, however, to discourage anyone from trying to get as much cash business as possible.

Mr. Jeffery stated that, when credit was allowed his customers, it was on the understanding that payment should be made within a month.

Mr. Watts.—"People never ask the departmental store for credit; why should they ask us?"

"I have made up my mind," said another man; "that after this, on a stove which does not net me more than 20 per cent., I am going to charge 1 per cent. for every month that payment is delayed."

Mr. Caslor.—"Can you collect the 1 per cent., if you sue in the courts?"

Several.—"Yes."

H. T. Kisk.—Our system of selling stoves is this. We give 5 per cent. for cash. If a person cannot pay cash, we take their note. On the note for the first month, we charge no interest; after that we charge 7 per cent."

R. C. Chown.—"Twenty per cent. is not enough profit to place on stoves, when you consider everything."

Clerks at Convention.

Should the clerks and hardwaremen attend the same convention? If not, will we have to hold a special convention for the clerks?

Mr. Taylor.—"I don't see how we can hold both conventions at the same time. I don't intend to stay at home and let them come."

What is Good Buying?

What constitutes good buying—price or quality?

Chorus.—"Both."

Mr. Cinnamon expressed the opinion that good buying was to buy in small quantities, and oftener. Then it was possible to sell at a good margin.

Do Tinshops Pay?

Would you advise a hardwareman in a small town to keep a tinshop when he must pay a tinsmith $3 a day?

Mr. Wanless.—"I think it depends a good deal on getting a good man to handle it. If a tinshop is a success, it certainly pulls other business. A man at $3 a day should make money for his employer and canvass a lot of business besides. We have one man who gets a surprising amount of business outside and finds good prospects for us."

A. Conn.—"A man who has been in the hardware business only can hardly handle a tinsmithing business, unless he has had some experience in a workshop. There are always leaks in the workshop. To be able to pay a man $3, you must charge $4 a day for his work. The loose ends, unless watched very closely, will eat up the profits."

Mr. Smith, of Bolton, stated that he had a partner in his business, who looked after the tinshop. They made good profits and were busy all the year around. It would pay a hardwareman to hire a good tinsmith and pay him fairly.

Mr. Brocklebank.—"After 25 years' experience, I don't think the department can be made to pay if you allow a man $3 a day." Mr. Caslor took a similar view.

"It depends on how much work you can get," said another man.

G. A. Binns.—"I do not think it pays, unless you have a tinsmith who is a partner. Then he takes an interest in the business."

Mr. Magladery stated that he had made his tin department pay but that if the same time and attention had been put to something else, he would have made twice the money.

The remaining questions were hurriedly disposed of, as the hour was late. "What can we do best for the training of our salesmen?" was answered by F. C. Lariviere very tersely: "By being a good salesmen ourselves." He emphasized the importance of impressing on the clerks the need for cleanliness and



A Busy Man Was Secretary Wrigley.

courtesy. "How can we make nails pay?" "What is the best and cheapest lighting for the store?" "Does it pay to advertise in pamphlets and prize lists?" were questions not dealt with.

The question of handling agricultural implements was answered by Mr. Magladery who claimed that it paid well. He was delivering a train load of implements the first of the month.

Discrimination Here.

Quite a warm discussion was aroused by the statement that retailers in Toronto were able to buy tinware and graniteware 10 per cent. cheaper than dealers in smaller places. It was explained by Secretary Wrigley that this was done because the city retailers had to meet the competition of the departmental stores. This explanation caused a number to protest vigorously, it being claimed that the country dealer had the same opposition to face.

President Cinnamon declared that the question would undoubtedly be taken up. It was time that the association got busy on the matter.

Extended a Welcome.

Ald. Kelly, of Guelph, Ontario, president of the Retail Merchants Association, extended an invitation to the association to meet in Guelph next year. He enumerated the advantages of the city and promised to give good accommodation. The Winter Fair building would be at the service of the association and, as a last argument, the city water was the best in Canada.

Insurance Policies.

The point was raised that hardwaremen should look over their fire insurance and make sure that it would hold good in case of fire. Mr. Magladery stated that he had recently had his own policy looked into. He found that, in case of loss, he would not have been entitled to a cent. The question was deemed to be one of considerable importance but unfortunately, owing to the late hour, it was not discussed.

NEW FIRM STARTS.

Ottawa.—A change in a local hardware business has been announced, which removes one of the oldest firms in this line of trade. The business formerly carried on under the name of Butterworth & Co., for the last 35 years, on Sparks Street, and which for some time has been offered for sale, since the decease of C. A. Butterworth, has now been purchased by a number of gentlemen, who will in future conduct the business under the name of the Central Hardware Co. Three of those associated with the new firm are R. J. Dell, W. H. Smith and A. J. Dundas, all of whom have been connected with the former firm for some years. They possess a thorough knowledge of the hardware trade and its requirements. The new firm opens for patronage on Wednesday, February 22. Many alterations will be made in the interior arrangements of the store, so as to effectually and conveniently display the stock.

The epidemic of typhoid fever in this city has resulted in the display and advertising of various styles of water filters.

AUSTRIAN OIL GOES UP.

Vienna, Feb. 21.—Negotiations between the petroleum refining companies have resulted in an agreement covering the whole dual monarchy. The immediate effect was a sharp rise in the market price of crude oil of $6 a ton to-day.

B. C. CONVENTION.

New Westminster.—The ninth annual meeting of the B. C. Retail Hardware Dealers' Association will be held in the city on March 9.

The Travelers' Hour

One new feature which is bound to be popular in future conventions, is the "Travelers' Hour." It went with a swing from the drop of the hat, and certainly was one of the most profitable and enjoyable sessions of the convention. After it was over, some one suggested that instead of a "Travelers' Hour" next year, there should be a "Travelers' Afternoon"—upon which some enthusiast yelled out "Make it a Travelers' Week," and was loudly applauded.

A Suit Case Presented.

As an introduction to the Travelers' Hour, President Cinnamon presented the suit case, which had been offered as a prize to the traveler who would bring in the greatest number of new members. The top score had been made by W. B. Screaton, of the McClary Mfg. Co., although J. W. Gallaugher, of D. Maxwell & Sons, St. Mary's, ran him a close second, and is out to bring back the bacon next year.

In presenting the suit case, President Cinnamon told about a pleasant visit which he and the winner had paid to Detroit, during the convention of the Michigan Association. The manner in which Walter had received attentions from Detroit celebrities, was sure evidence that when they got a good Canadian over there, they treated him right. He suggested that Mr. Screaton should carry the suit case, next time he went to Detroit.

Mr. Screaton's reply was brief. He thanked the association for the prize which he had won, and referred to his firm belief that the association created the right kind of amosphere for hardwaremen to breathe. "Get in the Atmosphere" was his advice, in closing.

Tom Wright Takes the Chair.

At this stage the Travelers' Hour proper began. President Cinnamon vacated the chair in favor of Tom Wright, of H. S. Howland, Sons & Co.

He said that the increase in the membership of the association, proved that the travelers were behind it, boosting it whenever they could. The travelers had greater confidence in association members than in non-members. They could give their best prices to association members and feel sure that no unfair advantage would be taken of them.

Stepping Stones to Success.

A. S. Howe, of the Dover Mfg. Co., Canal Dover, Ohio, was the next speaker. After bowing his acknowledgments to the outburst of "What's the matter with Grandpa?" which greeted him, he said that travelers of to-day live in a very different atmosphere from what they did years ago, but the successful ones still direct their steps along about the same line. The virtues of Faith, Loyalty, Patience and Courage, resulted in the power which meant success. Where most travelers fell short, was in Courage.

G. E. Boomer, of Shurly & Dietrich Co., Galt, expressed the opinion that these conventions were just as valuable to travelers as to retailers. Calling upon a customer in the usual way, gives no opportunity of really becoming acquainted with him. After meeting him at the convention, when he has a certain amount of leisure and is away from his store, the traveler knows him, and can do business with him better in future.

Hears the Kicks Direct.

Jas. A. Hossack, of the Lufkin Rule Co., said that, while he had possessed little faith in the association when it first started, he wouldn't care to miss any of the conventions now. As he sold through the jobber, this gave him his best opportunity of hearing the kicks of the retailers direct, instead of through a middleman.

About Selling Consumers Direct.

A. A. Bittues, of the Gillette Safety Razor Co., Montreal, was next called upon. He mentioned having recently received a letter from J. A. Beaudry, secretary of the Quebec Branch of the Retail Merchants' Association, asking him his attitude on the question of selling consumers direct. He quoted from a lengthy letter he had written Mr. Beaudry in reply. The fact was brought out, that Mr. Bittues' firm kept a check upon the wholesalers in this particular, by sending out special men to try and make purchases from jobbers in this way. Out of 82 calls made, only 2 razors had been bought, thus showing that the jobbers were loyal to the trade.

A good point which Mr. Bittues made, was that the retailer must expect to do something in return for the selling helps rendered by the manufacturers. The printed literature sent out as an aid in selling should not be mixed up indiscriminately and stored away unopened. In closing, Mr. Bittues scored heavily for price maintenance, saying that the dealer who commenced cutting prices, at once lost prestige.

Good Stuff from Chown.

R. C. Chown contributed a speech that bristled with good points. He said that the competition of modern life rendered old time selling methods impossible. Competition never sleeps. Merchants now-a-days, have to be real salesmen and must know their goods.

The travelers were right with him when he said: "A salesman should spend much more time with the buyer, and explain to him the goods he is selling him. There are many travelers who adopt too hasty a method of taking orders. They are always in a hurry to get the next train out.

Mr. Chown instanced the case of a jobbing house in the United States, who increased their business $3,000,000 in two years, by sending out specialty salesmen. These men, carrying a special line, were able to explain them thoroughly to their customers, who naturally sold them more readily as a result.

In conclusion, Mr. Chown spoke of the necessity of hustling. "We all need the three G's," he said, "Guts, Gumption and Ginger," and he sat down amid laughter and a prolonged chorus of "Ohs."

H. S. Murdoch, of the Metal Shingle and Siding Co., was then asked to speak and he broefly told the crowd that they were a square lot of fellows. He reminded his hearers that it always did a traveler a lot of good to be met witha smile.

Henry Clucas, of the Canada Paint Co., said he had become a traveler 21 years ago, and was virtually one still. He had visited a number of conventions in Canada and the United States, but had not seen any which was better conducted than that of the Ontario Retail Hardware and Stove Dealers' Association. He reminded the members that they would have to keep a stiff chin this year in selling paint, with linseed oil and turpentine so high. "The question of profit is one for the merchant to solve," he declared.

Just here, A. F. Collins was pushed into the lime-light, and got rid of some good thinks on the way jobbers ought to co-operate with manufacturers and retailers in the distribution of goods

Hossack "Came Back."

It was then noised around that Jim Hossack thought he could make another oration, and he was promptly given the permission. He worked off some really hot stuff, which had been inspired by Mr. Chown's speech.

He said it was only fair to the retailers that travelers should carry samples, and show them just what they were buying. Selling specialties from a catalogue, was no good.

"We've all seen thousands of the fair sex," he declared, "but there isn't a man here who would marry a girl from a picture." (Loud shouts of approval.)

To increase the profits is better than to increase the volume of business. Therefore, dealers should handle the high grade lines on which they can make money.

Mr. Hossack didn't think it would be hard to get dealers to go down to the sample room and look at samples. "Pick out the hardest nut in this meeting," said he, "and let me take the part of a salesman trying to induce him to go down to the hotel and look at my samples. "I'll guarantee to do it."

Frank Taylor, of Carleton Place, speaking from the retail standpoint, declared that there were too many travelers calling on the trade. When he gives a salesman an order, he makes him bring samples of the goods right into the store, and educate the clerks on their selling points.

How He Landed Cinnamon.

Tom Wright told of the first sale he made to President Cinnamon. The house had never been able to "get" him, but Tom went down to Lindsay one time, determined to do or die. Upon first being approached, Mr. Cinnamon declared that he was stocked up. Tom then dug a few samples out of his left hand pocket, and succeeded so well in interesting Mr. Cinnamon, that he went away with a small order, which was the opening wedge.

H. J. Carter, of Picton, said that he, as a retailer, always liked to see samples. He thought that travelers deserved more consideration than they got from many dealers. He, himself, always tried to help them make their trains by attending to them promptly.

Carries Fourteen Trunks.

C. M. Woodburn, of E. F. Walter & Co., said that he always carried samples—14 trunks of them. He had little difficulty io getting his customers out to see them.

Short addresses were also delivered by S. E. Waffle, Smith's Falls; N. B. Misener, N. Turner, J. D. Robinson and J. Smyth.

Everybody is looking forward to "Travelers' Hour" next year.

Window Competitions

The window dressing contest excited much interest and resulted in some creditable displays. On Tuesday the hardware window competition was held. All the displays were of a high order, and contained novel and attractive ideas on the score of tool arrangement.

The committee awarded first prize in this class to C. H. McGibbon, clerk with the Peterboro Hardware Co., and second prize to H. J. Hanwell, with the Kingan Hardware Co.

The paint competition was held on Wednesday, and the stove competition on Thursday.

Thursday's Session

The clans were very slow in gathering, and it was 2.15 before President Cinnamon called the meeting to order.

The first hour of the afternoon was to have been given over to the exhibitors, but, as most of them were still waiting for their last course, over at the Oriental, the regular business was proceeded with.

Upon the President's invivtation, Allan Brown, of the Metal Shingle & Siding Co., read a letter from C. Dolph, manager of that firm, suggesting means whereby dealers could increase their business in sheet metal building goods.

A telegram was read from E. Fielding, of Toronto, referring to a Bulletin of the Inland Revenue Department, re oil and turpentine.

A telegram was read from A. R. Dundas, of Cobourg, now in Chicago, saying: "Success to convention. Sorry I cannot be with you."

A letter was also read from the Dominion Explosives Co.

A Drawing Contest.

The Northern Aluminum Co. had announced a drawing contest to take place at the convention, and this was now decided. The lucky numbers were drawn by T. M. Nash, of Wellington, and W. H. Manning, of Coldwater, who were then invited to come down and pick any utensils they wanted out of the exhibit, for use in their own homes.

This is where the exhibitors arrived, and President Cinnamon temporarily surrendered the chair to A. A. Bittues.

Manufacturers' Hour.

Mr. Bittues said that the object they had in appearing before the convention was to express their views as to the attitude which they thought the retailers should take towards the exhibitors. He called upon F. M. Tobin, of the Tobin Arms Co., to voice the opinion of the exhibitors.

Mr. Tobin stated that the subject really was the relation between buyers and sellers in an important district. It was good to meet so many buyers in so short a time. Usually, the meeting takes place by mail, which gives room for misunderstandings. The manufacturers could not get to know the retailers without seeing them. Of course, it took some time from the convention. The manufacturers wanted all the time, but could not get it, and, if there was any kicking, it was because everybody was at high pressure steam.

Buyers, said Mr. Tobin, are frequently pestered with salesmen, but they should give them at least five minutes of their time, so that the traveler could get some satisfaction out of the interview, even if he couldn't get an order.

"We are pushing the slogan of 'Made in Canada,'" said Mr. Tobin in conclusion, "and we will make the people from U. S. go some to sell you."

A. J. Barnett, of Iron Age-Hardware staff, entered just here, and was invited to speak by Mr. Bittues, who referred to him as "a good friend to the American retailer."

Mr. Barnett strongly advised the association to organize a Mutual Fire Insurance Co., as soon as possible. This would enable them to build up a large membership. He advocated the more extensive use of "The Question Box" to provoke interest in hardware conventions.



RUSSELL CHOWN,
Accepted Gracefully the High Honor Preferred Him.

Couldn't See the Joke.

T. B. Williamson, of H. L. Howland Sons & Co., was surprised when he was asked to speak. He said he supposed it was a joke on the part of Mr. Bittues, but, being a Scotchman, he couldn't appreciate it.

Mr. Williamson said it was up to the manufacturer to create the demand. The jobbers will sell anything the retailers want. They are willing to supply Canadian goods if they are wanted. A jobber is essentially a distributor of goods.

The speaker thought that retailers should get right down to the advertising problem and show their customers that it is better to buy from the local stores, where the goods are on view, than from a catalogue house.

Chas. Smallpiece, of Taylor-Forbes Co., put in a plea for Canadian-made builders' hardware. There were many Canadian lines which could be bought as cheap as the American lines, which are frequently purchased in preference. "Specify Goods Made in Canada," was his advice.

Another Factory in Prospect.

A. S. Howe, of the Dover Mfg. Co., said that his firm intended to come over and manufacture goods in Canada as soon as the volume of business warranted it.

C. J. Caley, of the Peterboro Lock Mfg. Co., complained of foreign competition in the line of builders' hardware, and asked the association to support Canadian factories.

J. J. Turner, Sr., of Peterboro, told how he had built up a large business in Canada and the Old Country in his 42 years of manufacturing.

F. C. Lariviere, on being asked his policy regarding Canadian goods, said that everything being equal, he gave the preference to goods made in Canada.

M. F. Irwin, of the McClary Mfg. Co., told of how Canadian stove manufacturers had succeeded in cutting down importation of a certain line of cheap Oak stove in the West.

Another Drawing Contest.

The drawing for prizes offered by the Dominion Cartridge Co. then took place, and the winning numbers were: 1st, No. 65, F. Lapp, Toronto; 2nd, No. 97, J. W. Gallaugher, Clinton; 3rd, No. 205, F. Bartlett, Peterboro.

Joint Committee's Report.

The report of the Joint Committee was then presented by W. W. Bennet, as follows:

To the President and members of the Ontario Retail Hardware and Stove Dealers' Association.

Gentlemen:—

We, your Joint Committee, beg leave to report as follows:

We had a meeting in Toronto on January 23rd, which was attended by President Cinnamon, Secretary Wrigley and Messrs. Hambly, Adolph and Bennett. At this meeting we made preparations to meet a committee from the wholesale hardware asociation. This committee included President Alexander, Sec. Hardy and Messrs. Kennedy, Lawson, Newman and Dexter.

We took up the subject of cartage and boxing charges. This matter was very thoroughly discussed by both committees and a strong fight was put up to have these unfair charges abolished, but we are sorry to say without result to us, as the wholesale hardware association claim it is impossible for them to abolish these charges. We feel that when our association becomes stronger that we will then be in a position to say to the

wholesale hardware association, we demand that there shall be no charge made us for boxing or cartage, and we are satisfied that our demand will be granted. As an asociation we must keep this idea uppermost in our minds, and we know that results will be accomplished. The wholesale committee agreed that their members would give no advantage to departmental stores and that they would loyally protect the dealer.

This committee also promised that they would assist us in all our efforts in fighting Co-operative and Parcels Post Bills and do all in their power to assist in fighting unfair legislation.

Your committee also looked into the matter of establishing a freight claims bureau. After due enquiry among a few of the American associations in regard to the working out of this scheme, we find that on account of the heavy expense incurred in maintaining a freight claims bureau that at present we would not recommend our association to undertake this work.

J. R. Hambly,
S. L. Adolph.

Nominating Committee Reports.

D. Brocklebank, on behalf of the nominating committee then reported.

The nominating committee beg to report as follows :

President, R. C. Chown, Belleville ; 1st vice-president, M. S. Madole, Napanee ; 2nd vice-president, H. Occomore, Guelph ; executive, W. F. McPherson, Prescott ; R. H. Blackmore, St. Thomas ; Wm. Magladery, New Liskeard; W. W. Bennett, Gananoque ; C. W. Conn, Tillsonburg ; D. A. McNab, Orillia ; secretary, Weston Wrigley, Toronto ; treasurer, John Caslor, Toronto ; auditors, S. M. Burt, Toronto ; J. W. Peacock, Toronto.

W. A. Rankin moved the adoption of the report and it was unanimously carried, so that the officers for 1912 will be as above stated.

Cinnamon Doffs His Crown.

Mr. Cinnamon vacated the chair in favor of President Elect Chown, who was borne to the front and forcibly deposited on the table by the Beeton Bell.

Mr. Chown said that he highly appreciated the honor of being the youngest man to reach the president's chair, in the six years of the Association's history. He asked the help of all, in raising the standard of the Association. He thought that retailers had not participated in Canada's prosperity to the same extent as had the manufacturers and farmers, largely because they hadn't the courage to advance prices when necessary, and sell quality goods. "Let us all stand together," said President Chown.

Just here it was announced that a son had been born to J. G. Lewis, Montreal, and the secretary was instructed to wire him the Association's congratulations on this latest arrival in the hardware ranks.

Col. MacLean Elected Life Member.

D. Cinnamon then arose, and said he wanted to make a motion. Already the Association had appointed Fred. C. Lariviere an honorary life member, but there was another gentleman who had rendered great assistance to the Association ever since they organized, and frequently addressed its conventions. He had spent both time and money to build up the Association. "I move" he said, "that Col. J. B. MacLean, proprietor of Hardware and Metal, be made an honorary life member of this Association."

H. Occomore seconded the motion, and it was carried unanimously amid the strains of "He's a Jolly Good Fellow."

H. T. Kirk, of British Columbia, expressed the pleasure he felt at seeing the motion put and carried. He said that it would delight the dealers at the coast, who look upon "Hardware and Metal" as the Father to the Trade.

Pres. Chown called upon H. T. Hunter, manager of Hardware and Metal, to reply on behalf of Col. MacLean, who was absent. There were loud cries of "What's the matter with Hardware and Metal," when he rose to speak.

Mr. Hunter said :

"Mr. Chairman and members of the Ontario Retail Hardware and Store Dealers' Association. I am sorry Colonel MacLean was unable to be present to thank you personally for the honor you have done him in electing him an honorary life member of your association. He had intended being present but when your invitation reached him on Wednesday he had made an appointment in New York for Friday and had to leave Toronto to-day in order to keep it.

"Col. MacLean has taken a deep personal interest in your Association ever since its inception and has always been prepared to do anything in his power to advance its interests. In making this motion which has been carried by you with such enthusiasm and unanimity your former president referred gratefully to the time and money he had spent in building up this association. I might say his interest in this connection was entirely unselfish, we had nothing to gain in any pecuniary manner as practically every member of your Association was already a subscriber and regular reader of our paper before they joined the Association. I am sure, however, if Col. MacLean were present to-day he would tell you



A View of the Members and Exhibitors at the Convention, Taken Outside the Peterboro Armories, Expressly for Hardware and Metal.

that he had been amply repaid for what he had done by the many close friendships which had been formed and by seeing the Association prosper and grow from year to year.

"I hope your Association will continue to grow and I can assure you that as long as you follow the same high principles on which the Association was founded we will be only too glad to work with you and give you our enthusiastic support. I will take great pleasure in acquainting Col. MacLean with the enthusiastic and unanimous manner in which you have voted him an honorary life member of your Association."

M. S. Madole, announced as "The Silver Tongued Orator from the East," made one of his characteristic speeches in thanking the members for electing him 1st vice-president. He thought they had done well in selecting the president and vice-president, for the Good Book says that the wise men come from the East.

He was desirous of helping to build up a system of interchange of opinion and exertion for the welfare of the trade, without injuring any other person's interests.

H. Occomore referred to an article in Hardware and Metal, where he was described as a man who said little and did much. This was his excuse for so briefly thanking the Association for his elevation to the position of 2nd vice-president.

Wm. Magladery said his experience had been that members of the Association were not price cutters. They know the cost. He would do his best to further the interests of the Association.

Brief speeches of thanks were also delivered by W. F. McPherson, C. W. Conn, D. A. MacNab and W. W. Bennett.

John Caslor, re-elected treasurer, said he thought the convention this year, had outdone similar conventions which he had attended in the States.

Secretary Weston Wrigley declared that a great deal of credit was due to the men behind the secretary, who helped to make the convention a success.

The Hardware yell was then given for the edification of Mr. Barnett, who declared it was all right.

Guelph Gets Next Convention.

A few minutes were taken up in discussion where the next convention should be held. H. Occomore moved, seconded by D. Cinnamon, that Guelph be chosen for the next convention. The motion carried unanimously.

A vote of thanks to retiring President Cinnamon was moved by W. J. Bell, seconded by W. A. Rankin, and carried unanimously.

In the Evening.

The social evening was a most enjoyable affair. The informal nature of the entertainment appealed to everybody and there was nobody who did not enjoy it. The singing of hardware songs was a feature, and Harry Bennett and Gliddon's orchestra, did much to enliven the proceedings.

A splendid address on "Price Maintenance," was given by W. Maxwell, of the Iver Johnson Arms & Cycle Works, Fitchburg, Mass. It will be published in an early issue of Hardware and Metal.

The Retailers in Attendance at Convention

A List of Those Who Were on Hand—The Number Was Smaller Than Last Year, Upwards of 150 Being Present.

The following retailers were among those who attended the convention:—Geo. H. Matthie, Lindsay; W. Glassford, Beaverton; Mrs. Glassford, Beaverton; W. J. Bell, Beeton; Jas. Whitten Co., Bracebridge; E. A. Whitten, Bracebridge; J. P. Aulph, Bracebridge; J. D. Smith, Baysville; J. S. Allen, Burlington; C. F. R. Taylor, Carleton Place; Ed. Wanless, Chatham; W. H. Webb, Clinton; H. J. Marshall, Cobalt; James Kingsboro, Coldwater; H. E. Patterson, Drayton; H. E. Wells, Dresden; W. W. Bennett, Gananoque; H. Occomore, Guelph; L. P. Beaulne, Hawkesbury; A. L. Shiells, Kincardine; E. McCay Kingsville; D. Cinnamon, Lindsay; E. C. McMurtry, London; A. F. Wideman, Markham; F. W. Jeffrey, Peterboro; G. H. Clark, Niagara Falls; J. F. Henderson, Niagara Falls; D. A. MacNab, Orillia; Geo. L. Lander, Oshawa; T. S. Brown, Owen Sound; J. Chambers, Palmerston; W. J. Carter, Picton; W. F. MacPherson, Prescott; D. Mistele, Rodney; A. M. Watt, St. Catharines; R. H. Blackmore, St. Thomas; J. A. Clark, Smith's Falls; C. F. Ready, Smith's Falls; R. Hocken, Smith's Falls; J. C. McGee, Stirling; W. J. Bateman, Stirling; C. J. Bateman, Stirling; W. A. Silvester, Stouffville; C. W. Conn, Tillsonburg; W. J. Powell, Tillsonburg; S. B. McClung, Trenton; C. F. Fawcett, Tweed; S. T. Hudson, Victoria Park; R. S. Hurlburt, Victoria Park; W. H. Smith, Wyoming; D. Becker, New Hamburg; G. A. Binns, Newmarket; H. B. Christie, Toronto; J. Dandie, Streetsville; J. S. Hall, Toronto; G. C. Hubble, Thamesville; Geo. Matthewson, Toronto; Jas. McGregor, Oakville; M. B. Peart, Regina; R. C. Chown, Belleville; W. A. Chown, Belleville; Roy Stafford, Belleville; Wm. O'Haro, Uxbridge; J. C. McNab, Uxbridge; J. G. Edwards, Lindsay; V. Dolph, Preston; P. Gordon, Bridgeburg; F. F. Heximer, Toronto; T. B. Williamson, Toronto; R. S. Drysdale, Arnprior; J. Smith, North Bay; T. J. McManus, North Bay; J. E. Booth, Toronto; E. H. Davis, Toronto; Geo. Barley, Toronto; C. W. Kelly, Guelph; Wm. A. Carnegie, Port Perry; J. C. Adams, Trenton; J. B. Ross, Oshawa Junction; V. D. McPherson, Woodville; A. W. Hunt, London; W. H. Rumball, Victoria Harbor; J. B. Archer, St. Catharines; L. King, Lindsay; G. McPherson, Woodville; W. H. Boyle, Napanee; R. J. Walkem, Tottenham; E. B. Westwood, Toronto; W. Wrigley, Toronto; John Wright, Toronto; F. C. Lariviere, Montreal; J. C. Birmingham, Campbellford; Walker Mitchell, Lakefield; Jas. Henry, Newcastle; E. E. Taylor, Wellington; J. B. Ferguson, West Lorne; S. B. Vogan, Walkerton; J. H. Hedley, Clarksburg; D. Brocklebank, Arthur; A. R. Coy, St. Catharines; J. J. Metcalf, Shelburne; Harry L. Walker, Sarnia; H. T. Moss, Renfrew; Geo. Hancock, Port Hope; T. Lett Simpson, Lanark; Thos. Phillips, Orillia; Geo. W. Gray, Ottawa.

ESTIMATE ON PLUMBING

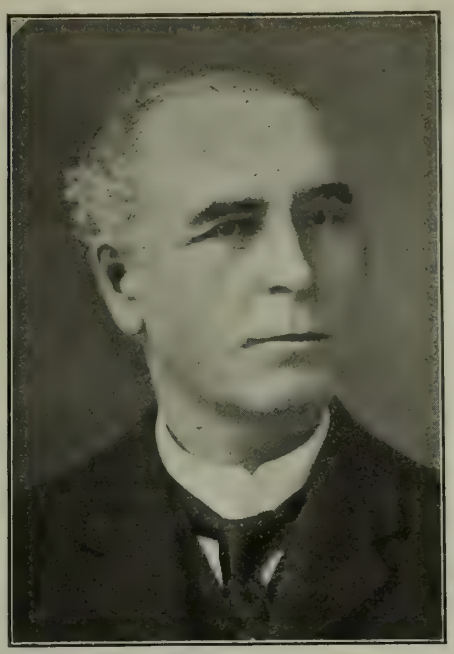
For M

Bath			
N. P. Comb. W. and O			
" Supplies			
" Double bath cocks			
Lavatory			
N. P. Trap			
" Supplies			
" Cocks			
Plug, chain and stay			
Closet (Complete)			
Lead bend 4 inch			
Brass thimble 4 inch			
Sinks			
Bibbs			
Brackets			
Trap			
Pumps			
Laundry Tubs			
Traps			
Bibbs			
Boiler			
Stand			
Couplings			
Bibbs			
Soil Pipe 2 inch			
" 4 inch			
Y's			
T's			
Offsets			
Bends			
Hubs			
Traps			
Vent caps			
Sheet lead			
Iron Pipe ⅜ inch			
" ½ inch			
" ¾ inch			
" 1 inch			
" 1¼ inch			
Pipe fittings			
Lead Pipe 1 inch			
" 1¼ inch			
" 1½ inch			
" 2 inch			
Stop cocks			
Check valves			
Lawn service			
Oakum			
Gasoline			
Pig Lead			
Solder			
Sundries			
Freight and Cartage			
Labor			
Total Cost			
Profit ....$			
Price Quoted $			

Estimate Sheet for Plumbing Work Presented by Committee and Adopted by Convention.



R. C. CHOWN, President.



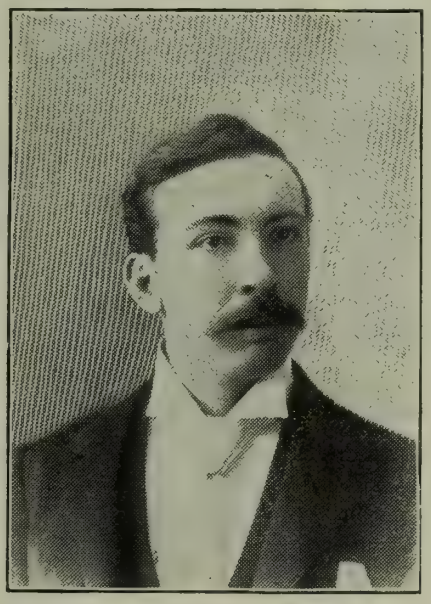
M. S. MADOLE, Vice-President.



J. W. PEACOCK, Auditor.



D. MACNAB, Executive.



C. W. CONN, Executive.



S. M. BURT, Auditor.



W. W. BENNETT, Executive.



W. F. MACPHERSON, Executive.



R. H. BLACKMORE, Executive.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - - - 511 Union Bank Building. Phone 3726
Vancouver, B.C. - - - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

THE 1911 CONVENTION.

The annual convention of the Ontario Retail Hardware and Stove Dealers' Association, held at Peterboro this week, has set a mark for general attendance and interest high above the records of past years. Although the number of retailers in attendance was hardly as large as last year, the exhibitors and travelers were in excess, and the general attendance was of greater proportions than ever before. The exhibits were better and more numerous and the interest displayed in that department marked it as decidely one of the best features of the gathering.

It will continue to grow according as the attendance of retail dealers increases, especially the attendance of the large buyers.

The window dressing contest aroused an added interest and, in future years, no doubt, this idea will be worked out on a larger scale.

The accommodation at Peterboro was in many respects inadequate. In saying this, it is not desired to in any way detract from the credit due the city for the hearty welcome tendered and the earnest efforts put forth to make the visitors thoroughly comfortable. The situation, however, was such that the officers might well take into serious consideration some plan to avoid similar difficulties next year at Guelph. It has been suggested that private accommodation might be obtained for a number of the convention visitors. Guelph follows this plan during Winter Fair week, and would possibly be ready to do the same for the hardwaremen.

One of the advantages of leaving the selection of the next place of meeting in the hands of the executive is that they are then free to negotiate with the hotel proprietors; who will probably assume a little more independent attitude when they know that the executive would be very reluctant to go against the instructions of general meeting of members. The executive can protect their members by making definite arrangements as to rate and amount of accommodation each hotel will give.

Viewed as a whole, the convention was a success, and marks a distinct advance in many respects. The members are getting to know one another better and are becoming imbued with a deeper belief in, and enthusiasm for, association work. The benefits of co-operative effort are summed up in the great facility afforded for getting to know others in the trade. To meet on a common, friendly footing, to exchange ideas with fellow retailers, means much to the dealer, particularly if he lives in a small place and is more or less cut off from communion with fellow dealers at other times of the year. The convention is taking on a wider and deepre significance now that the manufacturers' exhition has grown to be such a dominant feature. The retailer is in a position to meet the men who make the goods he sells. He is able to talk with them on the merits and possibilities of the different lines and to gather ideas on proper display and salesmanship. The exhibition department promises to make the annual convention in time a common meeting ground for the three branches of the hardware trade—the manufacturer, the jobber and the retailer.

MORE TIME FOR THE QUESTION BOX.

From the educational standpoint, the Question Box is one of the best features of the convention. It is then, and then only, that the rank and file of the members take a very active part in the discussion. The matters under debate are always questions which they understand pretty well and take a deep interest in. Nearly all questions treat of everyday occurrences and problems in the retail store, and consequently, suggestions, ideas and advice are freely vouchsafed on all sides. The discussion, in fact, develops into a more or less free and easy talk, in which all join. Experiences and methods are related, trials and triumphs are recounted. It is at such times that the retailer can obtain the most practical benefit, and the Question Box has become, therefore, a feature to be encouraged and expanded.

Under the leadership of Wm. Magladery, the discussion this year was open, spontaneous and helpful. Mr. Magladery deserves a full measure of praise for the able and expeditious way in which he handled the proceedings. The only drawback was the lack of sufficient time to consider all the questions fully. Many had to be skipped over or were only referred to briefly in passing. In this way, several real, live topics were allowed to pass almost unnoticed. It would be a wise plan next year to devote more time to this feature. Some members have voiced the opinion that at least twice as much time should be allowed. The matter is deserving of consideration and the executive officers would do well to take it up.

SHOULD SALES BE EXPECTED, OR DESIRED?

A number of exhibitors expressed dissatisfaction on the score of their not having received many orders during the course of the convention. A meeting was held by a number of them, and the matter was discussed, some difference of opinion being shown on the subject. It was held by some that sales were to be expected and desired, insomuch as large sums had been expended on the displays. In all between $20,000 and $30,000 was expendded on the exhibits, and some felt that they were entitled to tangible returns.

Others held that it would not be advisable to expect much in the way of orders nor to go out after them. They consider that the exhibition should be regarded largely as educative, pointing out that, if orders were expected, many retailers who did not desire to buy would fight shy of the exhibits on that account. That orders in prospective rather than on paper there and then were the real object of the manufacturing displays was the view held by many.

MAKE HASTE SLOWLY.

Vice-President Madole brought out an important point when he emphasized that the increased growth and power of the Association meant added responsibilities.

The 20 resolutions brought in by the Resolution Committee were adopted by the members in 40 minutes, and almost half of this time was given to the discussion of one resolution, which merely involved expenditure of $10.00.

Important and far-reaching questions were involved in some of the resolutions, and had a discussion been opened on some of them, a different decision might have been reached. In committing any association to a new line of policy it is a good rule to make haste slowly, and to invite rather than to discourage discussion of important questions.

GET IN TOUCH WITH THE FARMER.

One great advantage of holding the convention next year in Guelph will be the opportunity thus afforded of getting closer in touch with the farm trade. The work done by the Agricultural College at Guelph is one of the greatest helps that the hardwareman has, in his efforts to interest the farmer. The educative propaganda of that institution is rapidly raising the standard of agricultural life and is tending to make the farmers, as a class, more progressive and wideawake. Consequently, it is widening the opportunities for trade, in hardware lines particularly.

Next year, the members of the association will have a chance to visit the college and to become acquainted with the professors and their work. A splendid opportunity will also be afforded of interesting the students in attendance, in the many lines that the hardware business includes for the special use of the farmer.

EXHIBITS PROVE GOOD FEATURE.

An outstanding feature of the convention was the interest taken in the manufacturers' exhibits. There can be no doubt that this department has added most materially to the interest that the gathering now has for the retailer. It enables him to see the very latest goods on the market and serves as well as an object lesson on how to make effective displays.

It has been amply demonstrated during the past few days that the retailers, who visit the convention, find the exhibit a source of much practical good. One man asserts that he went to Peterboro' with two objects in view; first, to pick up what practical hints he could, and second, to have a good time. That he would buy anything was farthest from his thought. After insuecting the exhibts, however, he placed a number of more or less good-sized orders. "I saw goods I knew I could find a market for," he explained. "Furthermore, I learned a good deal about the qualities and possibilities of certain lines, which will enable me to sell better than ever before." Other instances could be cited to show the practical benefits obtained by members of the association from examining the goods on display and talking with the demonstrators.

Considerable interest has also attached to the window contests. This is a feature, which might be further worked up and extended in future years.

POINTED EDITORIALS.

The best convention on record.

Sleep was at a premium, but then one is not supposed to sleep at a hardware convention.

Guelph has many strong points as a convention city The water there is the best in Canada, so they claim

And Fred C. Lariviere. What would the convention be without his friendly smile and ready words of advice!

If the elevator to success isn't running, plod along up the stairway; it may be slower, but you'll get there in time.

In no idle spirit of jest, we desire to remark that President Cinnamon injected lots of spice into the proceedings.

Some familiar faces were missed. Where, for instance, was the first president of the association, Father Humphries of Parkhill?

Clerks will now be able to attend the conventions. That is, such clerks as can persuade the "boss" to stay home and let them go.

John Caslor has been a faithful guardian of the association gold. The treasurer's methods have been as sure as "Morton's fork" in extracting fees from delinquinent members.

In springtime the store should reflect the brightest without. Nature assumes new beauties in spring; the store should acquire new attractive qualities and neatness at the same time.

Mr. Brocklebank, the advocate of mutual fire insurance, promises to have something more definite before long in that regard. As he is a hard worker, we will look for developments soon.

The hardwareman who is willing to learn himself and to help others—may his tribe increase—was more in evidence than ever before. This constitutes the surest proof of the success of association work.

Wm. Magladery, who conducted the Question Box session, is one of the "rising hopes" of the association. Still a young man, he has built up a splendid business, and is literally brimful of good ideas.

Does a tinshop pay, when it is necessary to hire a man at a good salary? It is certain, for one thing, that it will not pay if a man is hired at a poor salary. A small pay man does his work accordingly..

All hail, to the new head of the association, Chown Rex. He is a jolly good fellow, a successful business man himself, and in addition he possesses a good share of the rare gift of initiative. Under his sway, the association should thrive and prosper.

President Cinnamon's knowledge of classic history is unimpeachable, and it may, therefore, savor of "lese majestie" to give voice to the lingering impression that it was from Asia Minor and not Britain that one Julius Caesar sent his famous "Veni, vidi, vici," message.

Members laughed when the query was read on Question Box night: "How many hats will the hardwareman have to buy his wife to square himself for coming to the convention?" Well, by attending the convention he probably discovered lots of new ways of earning the money to buy the hats, so it will be even all around.

The Winter Fair building at Guelph will be the scene of the next convention. To exhibitors and members who experienced the chilling effect of severe cold in the early stages this year, the name does not sound very inviting. Ald. Occomore declares, however, that the building belies its name, in that it is steam-heated.

Exhibition Proved a Feature of Convention

Larger and Better Than Ever Before—Many Unique and Attractive Displays Made by Enterprising Manufacturers.

The outstanding feature of this year's convention was undoubtedly the Exhibition Hall. It would give no idea of this display to say that it was the finest collection of hardware exhibits ever gotten together in Canada. It was a veritable education to all the delegates who attended the convention and it will not soon be forgotten. So much money and care were expended in preparing these exhibits that Hardware and Metal cannot pass them by without some special mention.

Each end of the hall was taken en block, a group of Galt manufacturers being at one end, and Peterboro manufacturers at the other. The large sign, "Galt Manufacturers," extended across the western balcony, under which the following exhibits were to be found:—

Goldie & McCulloch displayed a line of their safes, and the exhibit was looked after by W. K. Trapp and E. F. Hetherington.

Shurly & Dietrich Co. had a very attractive exhibit of "Maple Leaf" saws. Dainty stick pins in the form of a hand-saw resting upon a maple leaf, were dispensed by Geo. E. Boomer, W. T. Murray and E. McMurty.

Galt Art Metal Co. showed their line of sheet metal building goods, and were represented by L. D. Koser, J. Gallagher and D. Spiers.

Down Draft Furnace Co. had samples of stoves, furnaces and coal chutes. Manager John Sohrt was in attendance.

R. McDougall Co. were in evidence with a well-assorted line of their hand pumps, in charge of R. McDougall.

Allan Hills Edge Tool Co. Showed some finely-finished tools. J. C. Thompson and E. E. Rendle handled the exhibit.

The Peterboro manufacturers of hardware and hardware specialties, while they kept open house in their own factories, also made fine exhibits.

Lundy Shovel & Tool Co. had an exhibit which attracted much attention. Shovels for every purpose were displayed. Those in attendance at the exhibit were: D. J. Lundy, G. W. Lundy, J. D. Lundy, P. C. Clarkson, P. F. Spies, W. Jones.

Peterboro Lock Mfg. Co. showed a line of builders' hardware which induced a good many of the delegates to go down to the plant and see the goods turned out. Neat little pins, bearing the initial, "P," were handed out by C. J. Caley, T. Fortze, E. H. Howson and C. J. Faber.

Rapid Tool Co. showed their augur bits in all sizes, one of them being several feet long. T. M. Rees, manager of the company, was on hand to explain his goods to the delegates.

J. J. Turner & Sons had a booth filled with camp requisites. J. J. Turner, Sr., and W. F. Turner were in charge.

B. F. Ackerman, Son & Co. showed harness and saddlery hardware, their staff being composed of C. H. Ackerman, S. Taples, A. J. Eaton and W. C. Ackerman.

Peterboro Canoe Co.—Back in the east entrance were several fine samples of the "Peterboro Canoe." C. H. Rogers, W. A. Richardson and T. Hendry told hardwaremen how they could make a good thing on this line.

Adam Hall, Limited make a line of stoves suitable for hotel kitchens, lumber camps, etc., and their exhibit proved very interesting. Adam Hall, W. T. Hall and A. L. F. Hall demonstrated the stoves to delegates who called.

Individual Exhibits.

Out in the main part of the hall there were four rows of booths, and in every case good use had been made of the space.

Taylor-Forbes Co. had a very prominent place along the wall between the main and west entrances. They displayed builders' hardware, lawn mowers, mangles, sad irons and an infinite variety of hardware specialties which they manufacture. They presented souvenir badges to all comers. The irrepressible Adam Taylor was in command of a sales cohort composed of Chas. Smallpiece, J. M. Taylor, Jr., T. Rogers, G. P. Waters, R. Saville, W. G. Stephenson.

Lewis Bros., Montreal, featured guns and sporting goods generally. They also prominently displayed Rex Flintkote roofing. In charge of the exhibit were O. D. Ellis, J. R. Anderson, J. T. Craig, J. L. Le Clair.

Dominion Cartridge Co. had a booth which instantly suggested their business. There were cartridges galore, arranged artistically in various patterns. A little stick-pin, representing the firm's trade mark, was handed to visitors at this booth. E. H. Johonnot and G. M. Dunk shook hands with callers.

Metallic Roofing Co. showed a line of pressed zinc ornaments, in addition to their roofing, siding and ceiling. They had some side wall panels, splendidly decorated, as an example of what can be done in sheet metal decoration. Geo, A. Gordon, Geo. L. Bailey and F. E. Ansell extended the company's hospitality.

Dover Mfg. Co. did not allow the dealers to forget where asbestos sad irons came from. A. S. Howe, their representative, had some neat miniature sad irons to distribute.

Boeckh Bros. had a practical souvenir to present, in the shape of a whisk or clothes brush. Their exhibit specialized on the lines of brushes most usually stocked in a hardware store.

The Canada Paint Co.'s Elephant held down an important corner in Exhibition Hall. Visitors to the booth were royally welcomed by H. Clucas, H. H. Ellis, R. J. Sirman, W. J. Good and S. Lewis.

James Robertson Co. held the fort in a small building, which was decorated with their paints. Heart-to-heart talks were given in this building by A. C. Robertson, Thos. Johnston and H. S. Harwood.

The Dunlop Tire & Rubber Co. had a good line of rubber goods on display, and were represented by H. C. Austin, A. H. Ellis, W. T. Southworth, Mac Campbell.

D. Maxwell & Son had a well-arranged exhibit of their household specialties. In charge of their booth were: J. L. Maxwell and J. W. Gallagher.

Standard Paint Co. devoted their space to showing "Ruberoid" roofing, and, as they were well located, they attracted a lot of attention. J. B. Gass was in charge of the exhibit.

International Distributing Co. featured a pair of mechanical figures in the front, lathering with Rubberset brushes and shaving with Ever-Ready Saftey razors. They gave out popular souvenirs—Rubberset tooth brushes. A. A. Tritsch and A. F. Collins were kept busy entertaining callers.

Pratt & Lambert, Bridgeburg, had a fine varnish display, in charge of J. H. Waterbury, H. E. Bitzer and R. A. Chetney.

Moffat Stove Co. showed several of their "National" stoves, and presented pretty cuff links in the shape of a maple leaf, as souvenirs. T. A. Moffat, J. A. Sinclair and A. Staples were on hand to greet their agents.

Gendron Mfg. Co. showed a great variety of bathroom fixtures, with some sleds, express wagons and folding go-carts. Thos. Chadwick and H. H. W. Foget were in charge.

J. H. Connor & Son exhibited a wide line of washing machines. In the same booth was shown a Monarch range, made by the Butterworth Foundry Co., of Ottawa. J. T. Jeffrey and J. L. Connor handled the washing machines, while C. A. Connor represented the Butterworth Foundry.

D. J. Barker & Co., Picton, showed their Champion stoves. Their representatives were: John McCoid, R. G. Sinden and D. J. Barker.

Supreme Heating Co. had some attractive pressed ash trays to distribute as an advertisement for their stoves and ranges. W. Hallarn had charge of the exhibition.

Pittsburg Perfect Fence Co. had Max Morell and H. C. Woodside interesting the hardwaremen in their proposition.

Canada Cycle & Motor Co. displayed their Automobile skates, A. E. Treadfold and J. W. Gibson being in attendance.

Clare Bros. occupied a booth with Peninsular ranges and Hecla furnaces. A. N. W. Clare, H. L. Clare and J. D. Aitchison were at the exhibit.

Onward Mfg. Co. demonstrated their vacuum cleaner and sliding furniture shoe. T. A. Witzel was in charge and stated hardware dealers were taking an increased interest in vacuum cleaners.

Gillette Safety Razor Co. were always on the job showing retailers their selling helps, and priming them with enthusiasm. A. A. Bittues, G. A. McGenzie, J. S. Chadburn and M. J. McGuire shook hands with all comers.

Lufkin Rule Co.'s exhibit showed a typical silent salesman, neatly displaying their tapes and rules. Jimmy Hossack was showing the retailers how to sell the better grades and make a better profit.

McClary Mfg. Co. occupied two booths to exhibit their Pandora ranges. The firm's customers were right royally received by M. F. Irwin, W. B. Screaton, the Suit Case King, T. E. Taylor and N. Turner.

Ferrosteel Co., Bridgeburg, had some fine steel registers and grills to show. They also exhibited some solid brass grills. M. S. Jackson, Peter Gordon, Paul Brosseau and A. E. Menke, general manager, were in attendance.

D. Moore Co. had their Treasure ranges on exhibition. J. W. Parrish, J. L. McMartin and A. L. Robinson were delegated to look after customers.

Brantford Roofing Co. attracted a lot of attention by carpeting the aisles with their roofing. Their souvenir was a leather-bound memo book. Fred Chalcraft, Geo. Mathews, A. B. G. Tisdale, J. A. Virtue, C. G. Secord and David Smith held down the booth.

Tobin Arms Mfg. Co., showing the first shotgun made in Canada, made a number of good sales. F. M. Tobin, O. G. Hickson, A. L. Hickson and K. W. Wright had the exhibit in charge.

Dominion Register Co. had a system of interest to dealers doing a credit business. J. C. O'Connor, J. R. Doble and Chas. Warneford were the representatives.

E. F. Walter & Co. showed their wide line of cutlery and hardware specialties. C. N. Woodburn and R. A. O'Neill explained the goods to customers.

The Carborundum Co. displayed a number of very neat boards with their stones attached. As a souvenir they gave a small stone for sharpening pocket knives. C. G. Emery and W. C. Rankine and D. Morrison had charge.

Cummer-Dowswell Co. made themselves strong with the ladies, by handing them boxes of candy. Their washing machines and wringers were on exhibition. Geo. B. Dowswell, H. H. Cummer and F. T. Baine looked after visitors to this booth.

Glidden Varnish Co. specialized on selling aids for Jap-a-lac, and gave away small sample tins of this preparation. Their representatives were: E. J. Hofford, P. D. Blackwell, E. Ryman, Jos. Alexander, E. G. Seirer.

Queen City Oil Co. showed the 'Rayo' lamp, and a line of coal oil stoves. They supplied fifty oil stoves to heat the booths in the Exhibition Hall, which added to the comfort of exhibitors. Their representatives present were: F. Lapp, Boyd Irwin and J. Griffiths.

Hall-Zryd Foundry Co. displayed their "Pilot" ranges. O. Zryd and A. W. Cain were in charge.

Imperial Varnish Co. were represented by J. D. Robinson, J. F. Bowden, W. B. Cookson and J. P. Cookson.

Oneida Community, in their suggestion for a window display, had probably the most practical idea in the hall. The scene was very realistic, and many dealers made enquiries as to how the excellent snow effect was secured. In addition to the trapping scene, they had also a good display of silverware. W. F. Earl, Canadian sales representative of the company, was in charge, and gave out freely cigars and advice as to how dealers could increase their sales on Oneida goods.

S. F. Bowser & Co. had several of their tanks on hand, and A. E. Moffat, Albert McIntosh, J. R. Fahey, W. Y. Robertson and L. Swartz answered questions about them.

Northern Aluminum Co. had a fine exhibit of aluminum kitchen utensils. O. W. Schaffner and C. M. Salter were in charge.

Brandram-Henderson Co. had an educative exhibit. It showed the various stages in the manufacture of white lead by the Dutch process, employed in their Montreal works. J. Irwin, A. W. Poole, H. B. Shuttleworth, Leonard Mould and A. P. Lowry made up the B.-H. chorus.

Pinchin, Johnson & Co. exhibited their Minerva paints, and also had an attractive window filled with International varnishes and Minerva paints in one of the Kingan Hardware Co.'s windows. R. B. Johnson and H. G. Brown did the honors.

International Varnish Co. were represented by Jas. E. Ebersole, manager, C. Vogt, W. H. Davy and H. G. Huber. They gave away carnations to all lady visitors.

Gutta Percha & Rubber Mfg. Co. had an interesting exhibit in charge of Harry E. Wiles, Ernest H. Menzies, T. W. McKinney, C. N. Larsen, W. H. Alderson.

Benj. Moore & Co. demonstrated Muresco and Sani-Flat. Their souvenirs were watch fobs, pencils and housekeepers' account books. F. C. Surbeck, R. P. Barrington and M. M. Patterson had charge of the exhibit.

Metal Shingle & Siding Co. showed their Preston shingles and ceilings, as well as eavetroughing and kindred lines. C. Dolph, A. P. L. Brown and H. S. Murdock looked after their customers. Their souvenir was a useful leather-backed memo pad.

F. W. Bird & Son, showing Neponset building papers and Paroid roofing, were represented.

Universal Vacuum Cleaner Co. were ably represented by R. B. Coulson, who gave practical demonstrations of their hand and electric machines.

Findlay Bros. had an exhibit of stoves and ranges, in charge of J. K. Findlay and N. L. Stewart.

Page Wire Fence Co. demonstrated the Regina vacuum cleaner, which they will shortly manufacture in Canada. They also showed wire baskets and door mats. W. H. Turney and W. C. Lundy had charge of their exhibit.

Among other manufacturers exhibiting were: Ohio Varnish Co.—J. B. Lamb; Pike Mfg. Co.—H. W. Busler, R. A. Shaw; Peterboro Lubricator Co.—R. A. Elliott; Canadian Gas Users' Association—E. B. Westwood, N. B. Misner.

WE GIVE THE NEWS.

On Thursday evening, the great annual convention of the Ontario Retail Hardware and Stove Dealers' Association closed its sessions. Friday afternoon, Hardware and Metal was mailed to its readers all over Canada, and contained a full report of the convention.

This is the kind of service that our highly specialized organization is able to give at all times.

We give the news while it is news.

AUDITORS' REPORT.

The fo'lowing is the Financial Statement of the Ontario Retail Hardware and Stove Dealers' Association for 1910:

Secretary's Report.

Receipts:	
Membership fees received	$762.00
Travelers' fees	85.00
London Convention and Exhibition	890.00
Supplies	51.00
On Peterborough Convention account	25.00
	$1,813.00
Disbursements:	
Paid to Treasurer	$1,813.00

Treasurer's Report.

Receipts:	
To cash balance, Dec. 31, 1909	$ 326.46
Interest	15.00
Received from Secretary, in 1910	1,813.00
Total	$2,154.46
Expenditures:	
London Convention and Exhibition	$619.97
Secretary's salary and office expenses	371.65
Job printing	189.00
Executive traveling expenses	298.00
Mutual Insurance Committee	99.60
Organization expenses	49.55
Bonds for Secretary and Treasurer	7.50
Total Expenses	$1,635.37

Standing of Association.

Assets:	
Cash on hand, Dec. 30th, 1910	$510.09
Salable stock on hand	24.00
Total	$543.09

Liabilities:—None.

Audited and found correct,

J. W. PEACOCK,
S. M. BURT,
Auditors.

Toronto, Feb. 9.

Side-Lights on the Retail Convention

One on the Oriental.

One of the guests at convention headquarters moralized thusly: "There's only one thing about this hotel that's Oriental, and that's the smell."

Heard on the Side.

Jimmy: "Where are you going Mac?"

Mac: "I'm going to get a vacuum cleaner for my stomach."

Jimmy: "Here's a whisk to brush off your tongue."

Exhibition in Regina.

J. W. Peart, Regina, writes that the project to hold a hardware exhibition in that city is going through, and that the event will be held some time in July.

Some Band Concert.

That band concert in the Oriental rotunda Wednesday night was a hummer. It was arranged by chief-of-police Bittues assisted by his aides-de-camp, Adam Taylor and Jimmy Hossack. The boys say it was a shame the amount of booze that band could consume.

Store Window Competition.

The awards in the contest for the best window display of stoves and household goods, were announced Thursday night. The winners were, 1st, E. A. Whitten, Bracebridge; 2nd, Ray Best, Peterboro.

The window competitions have been a good feature of the convention and they should certainly be repeated next year.

Supplied Roofing for Floor.

The Brantford Roofing Co. supplied strips of their roofing for the aisles in the armory. The covering thus provided proved a great convenience. Despite the fact that many thousands of feet trod the roofing—(For further particulars apply to Manager Chalcraft).

Trimmed Window Quickly.

C. H. McGibbon, who designed the prize-winning hardware window, did his work in a remarkably brief space of time. He got to work on Monday night and finished up in a few hours. The display, nevertheless, showed signs of ingenuity of conception and careful attention to details.

A Sliding Welcome.

An ingenious device was adopted by the Kingan Hardware Co. for displaying a "Welcome" sign. The sign, which hung in the side of one of the windows, was attached to the door and would rise or fall as the door was opened or shut. In consequence, it could not help but be noticed.

A Curling Game.

On Tuesday night the "roarin' game" attracted quite a few of the convention attendants. A fast and furious game was played between rinks skipped by D. A. McNab and S. E. Waffle, the former pulling out victorious by 14—6. The rinks were: W. Magladery, F. W. Otton, G. A. Binns, D. A. McNab—14; George Fraser, Geo. Boomer, Bob McDougall, S. E. Waffle—6.

Slept on the Springs.

The following story is told on "Hermie" Clare: On Tuesday night some midnight prowlers visited his room and abstracted all the bed clothes, leaving "Hermie" nothing but the springs to sleep on. However, he slept the sleep of the just right on, quite undisturbed, awakening in the morning with the remark: "It seems a trifle drafty here, boys."

Supplied Oil Lamps.

On Tuesday a cold wave struck Peterboro and the temperature in the armories sunk until the exhibitors felt like North Pole explorers. The executive arranged with the Queen City Oil Co., Toronto, to send on 50 oil stoves. The shipment was promptly attended to and the stoves arrived Tuesday night. The building after that was quite comfortably heated.

The Morning After.

Some of the "early birds," who arrived in Peterboro on Sunday night, found their rooms almost arctic in temperature. It is said that one man borrowed a fur-lined overcoat and slept in that. During the night he managed to wriggle out of the coat and was considerably frightened when he awoke next morning to find what looked like a grizzly bear sleeping in bed with him. His startled yell brought the bar-keep up on the rush with a soothing lotion.

Tardiness at Sessions.

It was already twenty minutes past the scheduled time for the meeting to start, and only a small handful were on hand.

"I wonder," said Mr. McGregor, of Oakville, "What the members would think, if their clerks came down to business in the morning the way they come to the convention sessions?"

M. J. Peart, Regina, was the first entrant in the suggestion competition started by the Taylor-Forbes Co.

"It is money in our pockets to have associations."—H. T. Kirk, New Westminster.

"I hope the time will come when all hardware associations will be united, from coast to coast."—President Cinnamon.

General regret was felt at the absence of J. A. Beaudry, of Montreal.

CONVENTION NOTES.

"Just as soon as our wives and clerks get hold of the job, we're down and out."

One of "Those Northern Indians."

"Is it the intention of the Quaker Oats Co. to supply cream and sugar?" S. E. Waffle.



Window Dressed by C. H. McGibbon, Peterboro Hardware Co., Awarded First Prize in the Hardware Window Contest.

"How many hats will a man have to buy his wife, to square himself for coming to the Association?" Question Box.

Guests at the National Hotel all sported carnations, Thursday night. They had been presented by the Pinchin-Johnson Co. and International Varnish Co.

They do say that there was a fierce game of nine-pins in the National corridors, Wednesday night.

W. H. Gerke, manager, and Conover, Ontario representative of Martin-Senour Co., appeared on the scene Thursday afternoon, and took a lot of fun out of it.

Secretary Wrigley announces the total membership of the Association: Retailers, 330; travelers, 150; clerks, 15.

"How are you making out with the insurance blanks?" Hardware and Metal asked D. Brocklebank. For answer, he showed his inside pocket simply bulging with them. Guess the Mutual Fire Insurance Committee is in safe hands.

Smith (Bolton) and Taylor (Carleton Place) would make a great partnership, running an eavetroughing and wallpaper business.

Twenty one-minute speeches are better than one twenty-minute speech.

A. W. Humphries through illness missed his first convention since the association was formed.

Some spice to President Cinnamon's opening address!

"These department store catalogues are next to the Family Bible, now-a-days."

The tender care that John Caslor exercised over Burt's behavior, was really touching.

"I'm afraid to carry so much money in a hotel, with these wild Indians around."—John Caslor.

SEVERAL LADIES PRESENT.

A feature which would add considerably to the social side of the hardware convention would be the presence of wives of the members. A good start was made this year when the following attended:

Mrs. A. E. Bottum, Bobcaygeon; Mrs. Thos. Phillips, Orillia; Mrs. W. Glassford, Beaverton; Mrs. W. H. Manning, Coldwater; Mrs. A. L. Sheills, Kincardine; Mrs. G. L. Lander, Oshawa; Mrs. E. W. Chard, Toronto; Mrs. D. Mistile, Rodney; Mrs. Weston Wrigley, Toronto; Mrs. R. S. Dripdale, Arnprior.

EMPLOYES SHARE IN PROFITS.

Fernie, B.C., Feb. 28.—The Crow's Nest Trading Company, Ltd., of Fernie, has inaugurated a semi-annual profit-sharing plan to encourage their employes. For the past six months, $600 was distributed, which amount is over and above the profits distributed to those employes holding stock in the company, of which there are several. The next distribution will be in August.

In offering an incentive to its employes, the company claim to have been the gainer, for the business has been constantly growing. They state that, added to this is the goodwill which naturally follows when it is seen that the firm's success is to bring money to those who help to make it. The present building is to be enlarged and measures will also be taken looking to a greater extension. The company also issue a letter of appreciation to its staff—a thoughtful consideration if nothing else.

Popular Songs Heard at the Convention

THE HARDWARE BUTTON.

Air—Old Grey Bonnet.

Put on your hardware button
And stop price cuttin',
Make friends with your opposition;
It will lighten your labor
To chum with your neighbor
At the Hardware Convention.

COME TO THE HARDWARE.

Air—Rings on My Fingers.

Sure we've got paint on our shelving,
Stoves on the floor,
Lufkin tapes to measure with
And safety razors galore.
So come to our hardware and we'll treat you fair
Be Mistress Mumbo Jumbo Jijjiboo J. O'Shea.

ONTARIO ASSOCIATION YELL.

H—A—R—D—W—A—R—E.
Retail Hardware Men are we,
Hammers and hatchets, nails and tacks,
We're out for a good time so don't get an axe,
H—A—R—D—W—A—R—E.

OUR TREASURER.

What's the matter with Caslor, he's alright,
What's the matter if Caslor's hair is white,
I'm very strong for the other sex
But John's the fellow that signs the checks,
What's the matter with Caslor, he's alright.

HARDWAREMEN'S AULD LANG SYNE.

Of "Auld acquaintance" we are proud,
But here to-day we sing
Of new acquaintance with a crowd
That happiness should bring,
A proof of hardware faith may we,
In earnest give and swear
That as we are, we'll always be
Because we are "hardware."

THE RIGHT HARDWAREMAN.

Air—Any Little Girl.

Any hardwareman that's a 'Scociation man
Is the right hardwareman for me,
He won't cut a price, not even once or twice
If a good man he would be;
He won't have to sell nails to get trade
From the bargain hunter, see—
Any hardware man that's a 'Sociation man
Is the right hardwareman for me.

CINNAMON, THAT'S ME.

C-I-double-N-A-M-O-N spells Cinnamon,
Proud of all the Irish blood that's in me;
Divil a man can say a word agin me.
C-I-double-N-A-M-O-N you see
Is a name that a shame never has been connected with.
Cinnamon, that's me.

SHORT TALKS TO CLERKS

By An Ex-Clerk

Salesmanship.

Salesmanship is the fundamental basis of success in every line of business known to commerce.

When a great criminal lawyer faces the jury to plead his client's cause, what is he trying to do? SELL something!—Trying to sell that jury that his client is innocent. It is nothing else in the world but salesmanship.

When a politician gets up in his constituency in front of an audience, for re-election, what is he trying to do? SELL something! Sell his audience that he is the man to be elected.

What am I trying to do? SELL you the facts of Salesmanship—sell you the importance of it. The majority of people use the word "tell" instead of "sell." There should be a word that will take them both in.

In a broad way, everyone is a salesman; and everyone is practising — or failing to practise, as the case may be — the principles of salesmanship, and these principles are simply the principles of influencing favorably and not unfairly the human mind. It is a salesman's business to change minds, to overcome prejudices, to break down bad customs, to soften stubbornness, and let the light of reason into dark places.

Is not life in general pretty much a matter of making other people feel as you do about something or other—about yourself, primarily?

Salesmanship is a science, and it is also an art. You can acquire it, and after once acquiring it then it is a question of its proper application. When you acquire the art of salesmanship you have an asset no one can take from you, or steal from you. It is YOURS.

One important adjunct is necessary to apply it properly. When I say "apply it properly," what do I mean? I mean WORK. You may be the finest salesman in the world, the cleverest artist in selling goods that ever was known, but you must WORK, or your art is wasted.

Some Clerks Are Waiters.

There is a great difference between an ordinary clerk and a salesman in a retail store. Some clerks are simply waiters; they wait on people, give people what they want. Anyone can do that. A lady comes in and says, "I want a pound of coffee." It is not very much trouble to get her a pound of coffee.

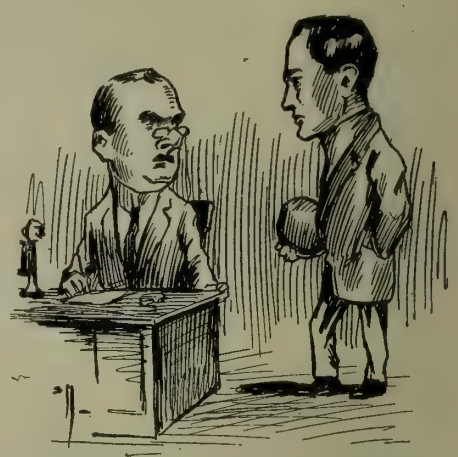
The salary you command is in your own hands, namely, as to how good a salesman you are. How good a salesman you are depends on your ability and your willingness to learn. A clerk who is a good salesman will study all the advantages of salesmanship, grasp every opportunity and become a dividend payer for the house.

I don't believe there is a clerk but who, if he made up his mind, could sell one or two dollars' worth of goods more each day than he has been selling. That does not seem very much, but stop and figure it up for a minute—$2 a day; five clerks in the store; $10 per day; 20 p.c. profit; $2 a day net profit; 313 days in the year—$626 per year extra profit to the house? What does that mean? It means better salaries to those who work there and are good salesmen. It cannot mean anything else.

You have something to sell. You come to me and you say, "I am a salesman. I want to go to work in your store." "Well," I say, 'how much do you want for six days per week of your salesmanship?" You say, "I want what I am worth to the store." "All right," I say, "come to work. At the end of the week I will tell you what you are worth. If you are a better salesman than anyone else in the store, you are going to get more money."

It is the same old problem over again —the supply and the demand. If I won't pay it to you, someone else will, and glad to do it.

In a certain instance, you find a young man who has not been a success, who is



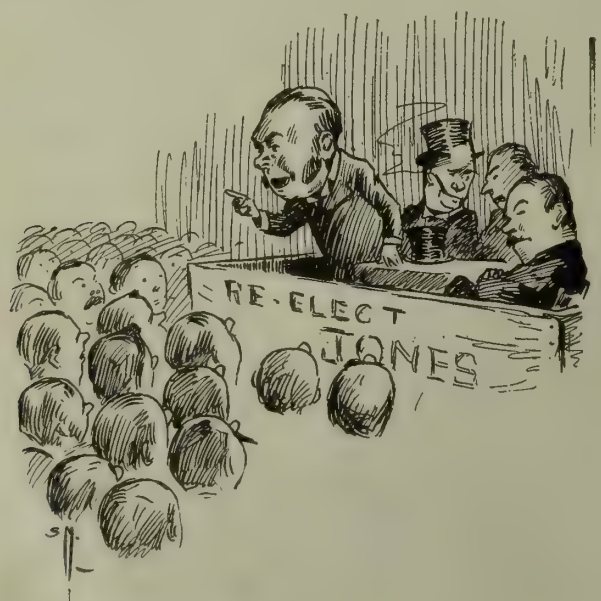
"All right," I say, "Come to Work."

discouraged and does not think much of his chances for success. A salesman comes along and sells him something he needs. What is it? Why, a Course in Salesmanship.

How Sales are Made.

A woman comes into your store, and the good salesman will welcome her as if he meant it; will say to her. "Good morning, Madam, what can I do for you? Do you want some coffee?" "Yes." He puts the coffee up, then says, "Here is a brand of cereal food which has been strongly recommended to us, and which we recommend to you. I believe you would like it. Try a package of this, and if not satisfactory please return it." Or, "We have some lovely fresh celery in to-day, which will soon be scarce," and so on, and so on. He sells her the cereal, he sells her the celery. How? He had studied his customer from her previous visits to the store, gradually acquiring that knowledge of human nature by a little extra effort, and that was all.

To be a successful salesman you must be able to analyze your customers, and I know of no walk in life where there are greater opportunities for this than in retail stores. You soon get to know the likes and dislikes of your customers. And think how important it is to the House that you are a good salesman.



When a Politician Gets up in his Constituency for Re-Election He is "Selling" Something to His Audience.

How Catalogue Houses Benefit from Cash Payments

Some Interesting Points Brought Out in a Letter From J. T. Holmes, Whitechurch—General Adoption of Cash System Strongly Urged as Best Way to Compete With Mail Order Selling.

In a letter to Hardware and Metal, J. T. Holmes, of Whitechurch, Ont., discusses the mail order situation from a somewhat new standpoint. He contends that the great advantage the mail order house possesses over the ordinary retailer, is that, while the former secures his cash in advance, the latter frequently waits a year for settlement. This custom of carrying his accounts for such a length of time, reduces the hardwareman's profit to a minimum, and seriously handicaps him in his competition with the city mail order houses.

A good many dealers are coming to the conclusion that it is better to do a cash business, even if they have to reduce their volume, and Mr. Holmes is one of these dealers. His arguments are based upon the fact that a retailer who extends credit, requires practically treble the working capital of the merchant who sells for cash, and the interest on his larger investment, eats up his profit.

Mr. Holmes' letter in full, follows:

Editor Hardware and Metal:—Much as I would like to attend the coming convention in Peterborough I am afraid I will not be able to do so, but I would like to make a few suggestions.

I notice from time to time articles in Hardware and Metal referring to the catalogue houses, and making suggestions as to how to combat them. Now, Sir, did it ever strike you this way. I send an order to a catalogue house on Feb. 25th. My neighbor, perhaps, orders the same article the same day. Perhaps 500 others in different parts of the country, order the same article on the same day, or perhaps I am the only one who orders that article on that day. But in any case, when the order arrives at the house, the article asked for is out of stock, but there is a large consignment of the goods coming and will be opened out tomorrow morning. Now, the house has my money which I sent with my order, with which to pay for the article which is to be sent to me, so you see the house was not at one cent of outlay, so far as that article was concerned. And, if there were 500 or 1000 orders for the same article received on the same day the house would probably have enough money scooped in from those orders to pay for the whole consignment, and what was left over after filling those same orders would be clear profit to the house, minus of course, running expenses.

So now you see that it is often quite possible for the catalogue houses to lay in a supply and not be out one cent, as the customer very kindly supplies the cash, and he doesn't know it. Now, if the house realizes a clear profit of only 5 per cent. on my transaction, it only took two days to do it and I furnished the money to buy the goods, so if you figure that out to a per annum basis, you will see that the house has a very handsome profit. Even if this transaction is only repeated once a month, the house still has 60 per cent., and no outlay. Now, gentlemen, if people all over the country can do a cash business with the catalogue house, is it not time to place all business on a cash basis? We would then compete more favorably with the catalogue house. We, in order to get our discounts, must pay in 30 days, yet we must wait sometimes a year before we can realize on our investment.

For instance, an article is invoiced at $1.00, 2 per cent. 30 days reduces it to 98c, we add 1-3 to cost, and sell the article for $1.35 and, just chalk it down. In a twelve-month we get our money, and, in the meantime, we have had to stock that article three times, which means an outlay of $2.94. The interest on this sum is 18c, to which add 12 p.c. for running expenses, and you have your 35c profit reduced to 5c. And if the catalogue house advertises the same article at $1.09 and gets the customer's money to buy it, as I have shown, the house has its 5c at once, even if it cost it 6c to handle the article, and the danger of a useless account is also eliminated, which is another great evil of the credit system. I, for one, would strongly urge that the convention would make a move to do away with credit, and try and establish a system, tended to eliminate price-cutting, which is even worse than credit. Why in the name of common sense, does a man think he is better off if he sells two carloads of cement at a profit of 10c per bbl., than if he sold only one at a profit of 20c per bbl., or why should a man try to sell two cars of wire at a profit of 5c per cwt., when if he, and those with whom he is competing came to an understanding with each other, he might sell one carload at a profit of 20c per cwt., which would equal four cars at the other price and be only one-quarter the labor and outlay.

There may be mistakes in these remarks. I may not have worked out my arguments with mathematical precision, but I think the points I have endeavored to bring out will stand criticism. Wishing the convention every success,

I am very truly yours,

J. T. HOLMES,
Whitechurch.

Straight Talks on Hardware Salesmanship

TALK No. 14 BY VICTOR LAURISTON

Is this your first day in hardware?

I daresay that to some of my friends who read this, the high or public school is still a near memory. Having climbed so far in school life, over the high school entrance stile or to the top—or maybe only to the bottom—of the junior matric hill, you've paused, panting, to meditate, and have meditated thusly:

"I've learned all I need to know. Now, I can take a job in Smith's hardware store and make money."

The season of study is over. The harvest is ready for the reaper, and the reaper feels amply well qualified to reap. It may be a good harvest or a poor harvest, but you've learned all there is to know about the handling of your mental and physical mower, binder, threshing machine and corn husker. The sun has set on the day of learning. Education is ended. Time has come to make money.

Funny notion, that—that when you commence to learn, you cease to learn?

If you want to earn your utmost, my friend (and to get it, too), the best job you can do—for a starter—is to knock completely out of your head the notion that there's nothing left for you to learn.

You picked up a lot of things at school, from the multiplication table to a smattering of bookkeeping and a dab of Latin. You can add a column of four figures and be dead sure there won't be more than five errors in the sum; and you can pronounce half a hundred French words so that nobody else on earth can understand you. But all these and the hundreds of other things you learned at school are just a little preliminary canter in the great race of life.

Realize that, my friend? When you do hammer that realization home, you place your foot firmly on the bottom rung of the ladder of success.

Before you lies a tremendous opportunity for learning, and the joy of it is that you can learn the business without shouldering the responsibilities. Many a merchant will envy you. Pitchforked into business without preliminary experience he's learned in a hard and crippling school.

Now that you're started in hardware, resolve to know hardware from metallic ceiling to carpet tacks. It's going to be your life work—otherwise, you wouldn't be here. Resolve, too, to know store management, arrangement of goods, economy of space, handling of clerks—and to know salesmanship in its relation to goods, to clerks, to customers—to know all the things there are to be known about the business you are in.

The time for acquiring such knowledge never ends. And, after all, there's no outside pursuit or pastime half so fascinating as the attainment of success in your own particular walk in life. There's no better way to spend your time than in learning your business. It's not a question of "How much is Smith paying me for my time?" It's a question of "How much am I paying myself for my time?"

That you are certain that you know as much as your boss knows, isn't enough. Maybe, if it came to a showdown, you'd find you didn't know as much. Maybe, even if you do, the boss himself doesn't know as much as he should. He's plugging along, doing pretty well—but it's quite possible that the very rudiments of modern store economy are all Greek to him.

There's never been a thing so well done that some man can't do it better—and this cap of truth fits your particular job just as tightly as it fits any other.

Spring Sporting Goods Department

Clean Out Old Stocks—One Retailer's Plan—Display Goods Suitably

At the end of every season there will necessarily be a certain accumulation of stock in the sporting goods department as in all other branches of the hardware store. At the present time, for instance, the hardwareman will find that he has some skates left over, and a certain number of hockey sticks, pucks and pads. Possibly also, he has a few guns in stock which he desires to clear out before the spring season opens. Stock-taking will have revealed assortment of odds and ends in the sporting department which the dealer would like to sell before the early spring rush begins in this department.

A number of dealers have adopted the expedient of holding a clearing-out sale. They consider that it is better to sell these left-overs at a reduced profit rather than keep them in stock and perhaps reap no profit at all. Sporting goods will become shopworn the same as most any other article. Skates and guns will rust, sticks, pucks and pads will deteriorate in appearance, in spite of the very best care. It becomes, therefore, harder to sell any of these articles the longer they remain in stock.

The Warren Sporting Goods Co., dealers in hardware and sporting goods, King Street West, Toronto, are holding a reduction sale at the present time. Both store windows are devoted to a display of goods at marked down prices. Despite the fact that the windows are below the average in size, the available space has been well utilized and a large assortment is shown. A varied stock of skates is shown in one window marked down 25 per cent. Hockey sticks, boots, pucks and pads are also shown and priced at a reduction. The other window contains an assortment of guns and ammunition and a number of small hardware articles marked at low prices.

Undoubtedly, it would pay in most cases to endeavor to clear out left-over sporting goods stock at this season of the year.

Want Lower Tariff.

According to a contemporary, motor cyclists near Toronto are attempting to secure a lower duty on American goods taken across the line. The duty at present on American motor cycles is 33½ per cent. and in consequence few are imported into this country.

Will Rebuild Factory.

It is understood that the plant of the Lakefield Canoe Building and Manufacturing Co. will be rebuilt at Lakefield, Ont. The plant was totally destroyed by fire, the origin of which is unknown. A considerable amount of stock and partly finished canoes were burned and the company estimated the loss at about $5,000, which was partly covered by insurance.

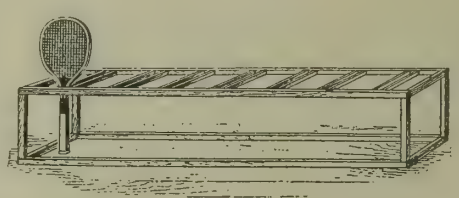
Some Seasonable Hints.

A properly managed sporting goods department should prove one of the busiest features of the hardware store in the spring-time. The demand is heavy at that time, the latent athletic instinct of man being fully aroused from the lethargy of winter by the rejuvenating influence of the season.

Proper methods of display are required, however. To make a real success of the department, it is necessary to possess a certain amount of the sportman's enthusiasm. It is wise, therefore, to have at least one member of the staff thoroughly conversant with sporting topics.

Early spring exhibits should include practically all lines of goods, which will be used during the summer. Fishing tackle and anglers' supplies of all kinds are a prime consideration, for the fisherman is about the first in the field. As soon as the season opens, the angler is out. Climatic rigors never daunt him. It is necessary, therefore, to be ready with your display as soon as the angler is prepared to look it over.

Tennis goods should be placed as near the front of the store as possible. Women customers will often call to look over the stock and a front display is advisable for that reason. There are many ways of showing tennis supplies, all of which have some good points. An effective method for showing fine goods is the show case, although it has certain dis-



advantages in this instance. The high-priced rackets, balls and racket and ball cases can be shown to good advantage in the show case. They can be kept from flies and dirt and handling. But the first thing that a buyer wants to do in purchasing a tennis racket is to pick it up, to weigh it, and to swing it and try its balance. Time can be saved if the rackets can be displayed within easy reach of the buyer.

The accompanying diagram shows a good display rack which can be built of light wood and made an attractive piece of store furniture. It is six feet long, by 14 inches high and is designed to stand on any counter, occupying its entire width. The cross pieces, arranged in pairs, are 1¾ inches apart, and are made of lighter stock than the balance of the rack. There are seven of these sets of cross pieces, between which the handles of the rackets are hung, and each section holds two dozen rackets. The height of the rack allows the ends of the handles to just clear the counter.

The Tendency of the Trade.

There is a marked tendency in all sections of the country for hardwaremen to take up sporting goods. The writer saw recently a list of stores in which new sporting goods departments were being instituted and in ninety per cent. of cases, the stores were carrying on a hardware business. This is to be expected as the two lines can logically be handled together. As a further evidence, the Sporting Goods Dealer quotes a deal made last year by the Nowell-Shapleigh Hardware Co., St. Louis, when a half million dollars worth of guns were purchased by that firm. The size of the order is held up as an evidence of the confidence of the firm in sporting goods as a hardware department.

Some General Notes.

It is asserted in England that early in the spring the prices of some of the higher grade golf balls are likely to be reduced. This step has been under discussion for some time.

The issuing of schedules is a plan profitably followed out by some hardwaremen. Not only can local fixtures be given but the schedules of the big baseball and lacrosse leagues are always of interest.

HARDWARE HOCKEY.

Montreal, Feb. 23.—As the result of Tuesday night's games in the Hardware league, it appears that the final honors are to be fought for by Canadian Fairbanks and Frothingham & Workman, these two teams being tied for first place. Canadian Fairbanks won the cup in 1910 and 1909, in fact since the league was formed, and should they again finish at the top of the pile they secure permanent possession of the mug. The season is rapidly drawing to a close and interest has been well maintained.

READY FOR BICYCLE TRADE.

Chatham, Ont.—E. C. Brisco, sporting goods and bicycle dealer, is taking time by the forelock in regard to the bicycle repair trade. He is now making his preliminary announcement for the coming season.

Mr. Brisco makes a specialty of this class of work. Not only does he handle bicycles, but he has a very complete equipment for repairing and overhauling them. Among recent additions to his equipment is an enameling oven, which enables him to turn out a bicycle frame that is practically brand new. He has a special man in the repair shop, and makes a feature of the annual overhauling of bicycles in readiness for the spring.

In connection with the bicycle business, Mr. Brisco handles motor-cycles, and is energetically pushing this line of goods, which is a new one for Chatham.

Promoting the Store Policy

Every Store to Justify Its Existence, Must Have a Policy — The Advertising Should be in Direct Line With This Policy—Value of a "Store Slogan."

If you were to ask half the hardware dealers in the country to tell you the policy of their store, the chances are that they would be somewhat dumbfounded for a minute, and reply that they hadn't thought of the matter in that light, or that they didn't have any particular policy at all.

And yet come to think of it, if a store has no particular policy, what right has it to be in business? When the dealer first opened his store, did he not stop to consider his chances of success? Did he not size up the situation, and satisfy himself that there was room for him in the business, before deciding to risk the investment? Of course he did, or he was a most peculiar business man.

Perhaps there was no hardware store in the locality, and his investigations convinced him that there should be. In that case roughly speaking, his policy would be to give the people of his vicinity the convenience of a hardware store, without having to make a trip to the nearest large town. If there is already a dealer in the place, but his store is dirty, his stock out-of-date, and himself unobliging, his policy will be to have a bright and modern store with courteous clerks.

These instances might be multiplied indefinitely, but they will be sufficient to show that any hardware dealer who looks for success, must be, and no doubt is working to a set policy, whether he knows it or not.

Don't Keep it to Yourself.

Certainly the best way to promote the store policy, is to advertise it. It would not do any good to anybody, if the policy of the store were kept a dark secret. Of course, some dealers may think that it would be disastrous to them if their competitors were to get an inkling of their plans. But there would be no danger of this, whatever, if the advertising were judicious.

For instance, it would not be promoting the store policy, to include in the advertisement some such statement as this: "I aim to keep my store cleaner than Smith's, and to be more courteous to my customers," But if it were modified in this way, it could not fail to be effective: "My store is bright and clean, and I have obliging clerks to wait upon you."

If the dealer is thoroughly in earnest about his policy, and lives up to it, the public will not be slow to recognize it. When he advertises that he has a bright clean store, and they find that he really has, they will be much more likely to believe the balance of his advertisement.

Developing a Store Slogan.

One of the very best means of advertising the store policy persistently, is through what is called a "store slogan." This is a short pithy expression which calls attention to some strong feature of the store's policy. It may relate to the size or location of the store itself, the class of goods carried, the kind of service given customers, or something along this line. But, in order to be effective, it should bring out a feature which will be immediately recognized by readers of advertisements.

A very good store slogan, is that of H. H. Otton & Son, Barrie, whose hardware store is located at the convergence of five streets. Their slogan is "The Five Points Hardware Store." No doubt, when the store was first established, this favorable location was the principal reason for the proprietor's starting in business, and thus the store slogan aptly expresses one phase at least, of the store policy.

Simmons Bros., of Kingston, also have a good slogan: "The Yellow Front Store." The firm determined to make their store attract attention, so they painted the front yellow, and then advertised the fact. The effect of this is heightened by the fact that the firm's stationery is all of the same color.

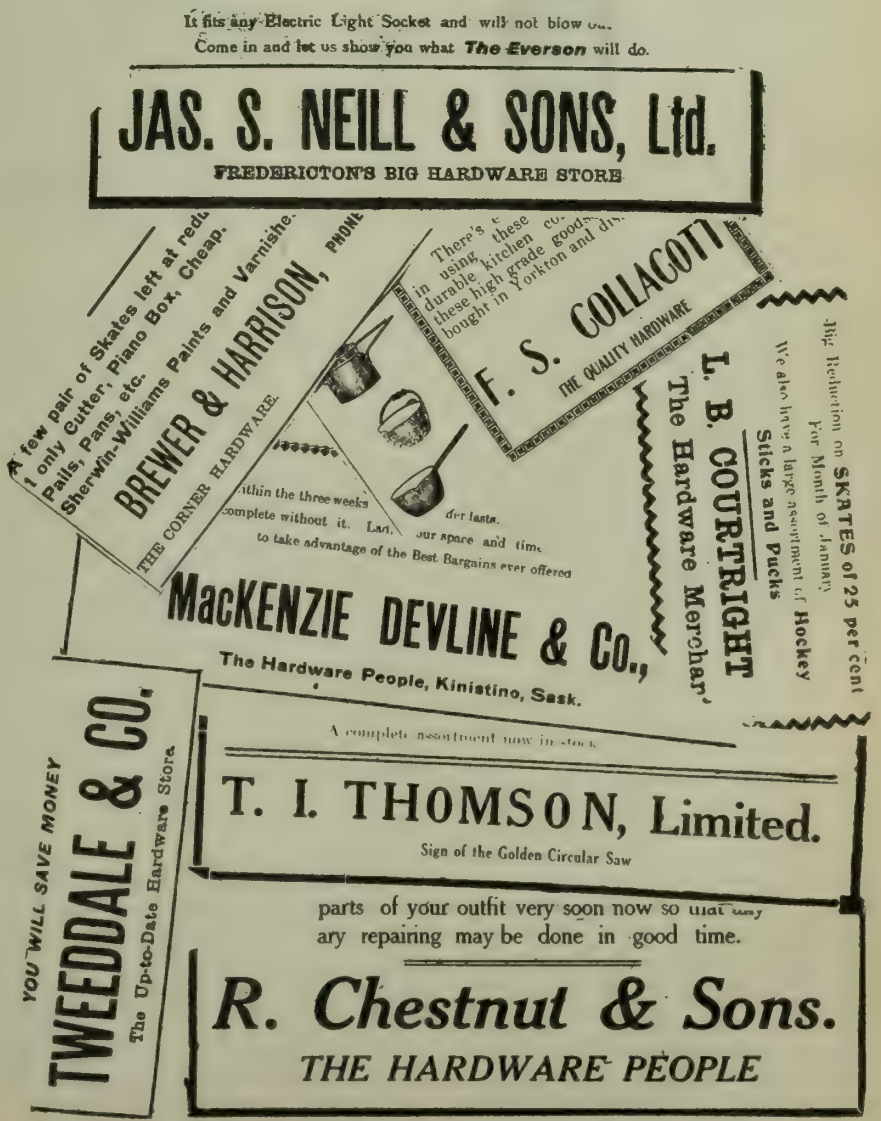
Figures This in the Advertising Plan.

In Hardware and Metal's issue of Feb. 11th it was shown that in order to advertise effectively, it is necessary, in the first place, to lay out a plan for the whole campaign, and, in the second place, to plan each ad. before commencing to write it. The store policy should determine the nature of the campaign to be adopted; that is, it should guide the ad. writer in the class of goods he is to feature, and in the general tone of his copy. If he can devise a store slogan to use in each advertisement, which will pithily express a salient feature of the store policy, it will prove of great assistance in making the store better known to the public.

Hitting Upon a Store Slogan.

Going back again to our first remarks upon formulating a store policy the ad. writer, in laying out his campaign, should take into consideration, the same points as did the proprietor when he opened the business.

What right has the business to exist? Sit down and think this question over, and you will soon find yourself in possession of hosts of good ideas for an advertising campaign.



Ads. of Hardwaremen Showing Store Slogans.

Having made a list of answers to this question, see if you cannot figure out an effective store slogan, from the arguments you have gathered.

Here are some suggestions, based upon different features of store policy which may have been brought out in the process of investigation mentioned above.

For stores with a superior location :

"The Corner Hardware Store."
"Next to The Post Office."
"The Market Square Hardware."
"Just Over the Bridge."

For stores giving superior service :

"Where you are Courteously Served."
"Where Buyers are Made Comfortable."
"The Store of Obliging Clerks."
"The Store That Delivers Promptly."

For stores of large size :

"The Big Hardware Store."
"The Double Front Hardware."

For stores specializing on cheap lines :

"The Store for Saving Money."
"Where You Can Buy Cheap."
"The Low Price Hardware Store."

For stores dealing in quality goods :

"Home of Reliable Hardware."
"The Store For Value."

For a store dealing in high-class goods, about the first slogan which would occur to the ad-writer would be : "The House of Quality." This was a splendid slogan while it was new, but it has been played to death, and there is scarcely a town or city, now, where it is not used by one or more stores. It should, therefore, be tabooed by every dealer who is looking for a distinctive slogan.

Dealers Using Store Slogans.

That the store slogan is already catching on, with Canadian hardwaremen, is evident from the ads. reproduced on the opposite page.

In Fredericton, N.B., it is almost an epidemic. R. Chestnut & Sons of that city, use as their slogan : "The Hardware People," Jas. S. Neill & Sons, "Fredericton's Big Hardware Store," and Tweeddale & Co. "The Up-to-Date Hardware Store."

Brewer & Harrison's slogan, "The Corner Hardware," is based upon the location of their store, and is probably more apt than any of those adopted by the Fredericton dealers. F. S. Collacott's slogan "The Quality Hardware," comes pretty close to "The House of Quality," which has already been unfavorably commented upon. T. T. Thompson's slogan, "Sign of the Golden Circular Saw," is a little combersome and is not so likely to become a public by-word, as if it were briefer and more pithy. "The Hardware People," has also been adopted by MacKenzie, Devline & Co., of Kinistino, Sask., while L. B. Courtright contents himself with the words : "The Hardware Merchant."

It must be said that outside of Brewer & Harrison's slogan, none of those we have mentioned, exactly hits the point of expressing in pithy form, some phase of the store policy.

News and Methods of Canadian Hardwaremen

Plan Adopted to Sell Refrigerators in Winter Time — Good Water Filter Display—Store Burned Out.

NEW FOUNDRY AT CHATHAM.

Chatham, Ont.—The Ideal Foundry Co. is a new concern, which is starting in business here. Work on their new foundry building has already been started, and will probably be completed in a few weeks. The foundry is located on Princess Street, adjoining the C. P. R. The new company will make castings of all kinds, grey iron, brass and aluminum. Thos. Woods, formerly of the Buhl Malleable Iron Co., of Detroit, and Chas. Woods, of Chatham, are the men behind.

SOLD REFRIGERATORS.

St. John, N.B.—Refrigerators are not usually considered a very active line during the winter months, but a salesman for one of the local retail hardware establishments has sold three within the past six weeks. Advertising in the local newspapers has been largely responsible for the sales. It was pointed out that in many cases where houses are heated by steam or hot water, there is no regular cold storage place for the proper care of food. A refrigerator supplies this want and gives the householder the facilities for taking care of foods in a proper and cleanly manner. Salesmen who feel that refrigerators are exclusively a summer line might try this form of argument.

One of the local stove dealers has been very successful in boosting the sales of ranges at this usually dull seaeson by urging through the newspapers that householders order a new stove now for delivery May 1, instead of moving their old stoves. A number of orders have been booked in this way and the dealer states that the sales of ranges in the month of January this year were exactly double what they were in the same month of the previous year. In February also last year's total sales have been passed, and this month will show a very substantial increase.

A WATER FILTER DISPLAY.

Toronto.—The Aikenhead Hardware Co., Temperance Street, have a unique window display of a water filter, which is particularly appropriate in view of the situation which has developed here over the impurities in the water supply. On one side water is shown running through the filter machines into a large glass bowl. It remains clear and pure. On the other side unfiltered water is running from a tap into a similar glass bowl, where it shows murky, thick and unclean.

The contrast shows at once the value of the water filter and the exhibit has resulted in a number of sales.

TO BUILD NEW FACTORY.

London.—The Hobbs Manufacturing Company will shortly commence the construction of a new factory for the manufacture of high-class mirrors. The building will be erected on land with an 86-foot frontage which has been purchased immediately east of the new warehouse on York Street. Work will not be commenced, however, until the new York Street building has been quite completed, the rear not being in a finished state as yet. The lot purchased runs back 150 feet, and practically all of it will be used for the new factory, which is expected to give employment to about 50 men, and will be a one-story structure of brick. The new warehouse is already a hive of industry, and facilities for shipping are excellent.

J. Darch & Sons, of Talbot Street-on-the-market, have a "whip window" this week which compels attention. Buggy whips are placed on end, in a circle, bearing the card, "We have the largest assortment of lickers in town." "Crackers" surround another group at the other end of the window, and a ticket announces, "We satisfy our patrons with a cracker once in a while." In the centre are a number of whip-handles, with lashes at the top running to the centre. Smaller unfinished handles in the centre are referred to by a card which says, "These in the coop are Indian listers." Heavy horse blankets form a good background to the entire window.

Sap buckets and other signs of spring are displacing ash sifters and snow shovels in front of the hardware stores.

William Magladery, of Magladery Brothers, hardware merchants, New Liskeard, spent a few days recently with his parents at Parkhill.

STORE BURNED OUT.

Owen Sound.—Hepworth had a serious fire early Sunday morning. John McKay's hardware store and residence on the Main Street was completely destroyed. Mr. McKay and his family had a very narrow escape from a terrible death, escaping by way of a back stairway in their night attire. Absolutely nothing was saved.

The fire started in the hardware store at 1.30 a.m. It is understood that the loss is fairly covered by insurance.

A retail clerk is the same as any other man ; he has something to sell, and that is his time. When a man buys that time the clerk should deliver the goods. Now, you might say, "Well, many a night I have worked after hours." True ! show me a successful man in this world who has not worked many a night after hours ! I have done so thousands of times. You must have the temperament and the disposition to be willing to give what you can—but don't take back something to offset it. That is not the way to succeed.

HARDWARE TRADE GOSSIP

Ontario.

W. F. Finkbeiner, Milverton, is retiring from business.

James McNeily & Co., hardware and drugs, St. George, Ont., have sold their business to Burk & Shannon, who will continue the same lines.

A telephone line has been started along the 6th Con. in Bruce township, with the central office in J. H. Brill's hardware store, Underwood.

W. H. Mayne, Waverley, is retiring from business and is taking steps to dispose of his stock which includes hardware, paints, tinware and graniteware.

Alonzo W. Spooner, inventor and maker of "copperine," died at his home in Port Hope, on Tuesday of this week. Mr. Spooner was one of the oldest and best known men in the oil trade in Canada.

For a number of years he was a resident of Port Hope, but in earlier days was connected with the Queen City Oil Company, Toronto, and later with the Grant-Hamilton Company. A widow and two daughters survive.

Fire in the premises of Sherwin-Williams' Toronto warehouse, on Friday of last week, caused some damage to the building, but the blaze was extinguished before it had got too much headway. The careful arrangement of the paint and oil goods greatly helped the firemen in fighting the flames.

Quebec.

In the recent fire at Farnham, Que., the hardware and crockery store of G. L. Elmes, was among those burned out.

Western Provinces.

G. H. Hurlburt, Wolseley, has sold his hardware store to G. F. Elsley.

J. T. Brock, Lumsden, has been succeeded in business by Thompson & McDonald.

B. F. Fisher, Irricana, Alta., has added hardware and implements to his stock in trade.

Winchcombe & Tyndell, hardware merchants, of Winnifred, Alta., have dissolved partnership.

Williamson & Paterson are taking over the hardware business of Weston Montgomery, Stonewall, Man.

R. Chappell, postmaster at Fleming, Sask., has disposed of his hardware business to Travis and Dynes.

A. B. Fraser, President of W. S. Fraser & Co., wholesale hardware merchants of Victoria, B.C., is dead.

The name of the B. C. Sheet Metal Works, Victoria, has been changed to the British Columbia Cornice Works.

Managing Director Hutchinson of the Saskatoon Hardware Co., and O. B. Manville are in Winnipeg on a business trip.

Bradshaw & Anderson are building a hardware store on Royal street, Nokomis, Sask., which will be completed shortly.

D. E. Hanes, late of the Ashdown Hardware Co., Nelson, has taken the position of accountant with J. D. McBride, Cranbrook.

Featherstonhaugh & Hemenway, of Maclin, Sask., have dissolved partnership, the business being continued by Mr. Fatherstonhaugh.

A big bonspiel was held at Melita, Man. The prizes offered were placed on exhibition in the store windows of R. McKay Co., hardware dealers.

E. S. Atkinson's new hardware store, Springside, Sask., is now completed and is reported to be very handsome and capacious. The stock has arrived.

C. S. Hill and W. Chapman of the Radville Hardware store, Sask., have dissolved partnership. C. S. Hill will take charge of the business. Mr. Chapman left on Monday for Toronto, but will return in the spring.

C. W. Gimby, hardware merchant, Eyebrow, Sask., has taken his son, A. S. Gimby into partnership, and the name of the firm will be known in the future as C. W. Gimby & Son, Eyebrow, Sask., instead of at Brownlee, Sask., as formerly.

The Skinner Hardware Company, Halkirk, have torn down the shed on the south of their store and have commenced the erection of a furniture store. When this addition is completed they will have a building 50 x 60 besides warehouses and machinery sheds. This will enable the company to carry a large stock.

Maritime Provinces.

A. H. Hawkins, of the A. M. Bell Co., Halifax, has severed his connection with that firm and goes to Winnipeg to join the staff of the Miller-Morse Hardware Co.

PICTURE CARDS ADOPTED BY MONTREAL STORE.

An idea used by the hardware firm of Lachance & Pelletier, 103 Ste. Catherine St. E., Montreal, which has been found to give good satisfaction, at the same time involving but a small amount of money, is a picture post card showing the interior of his store. The store was photographed from near the front door. The card, therefore, gives a fair idea of the interior excepting improvements that have since been made. The long rows of shelving on one side, the show cases on both sides and the open svelving on the other side together with the presence of several people in the store combine to create a favorable impression at the first glance.

That a card of this kind can be used in more ways than one will be readily appreciated by members of the trade. In writing to a manufacturer, a wholesaler, or a customer the illustration brings into the written communication a touch of the personal that is to be desired. It enables the receiver of the card to form an idea of the store and in this case the picture cannot but fail to create a good and true impression. In writing to regular customers and to prospective customers it serves a good purpose and one of the features is its comparative cheapness. Mr. Pelletier stated that he was well pleased with the results that he knew had been obtained by this form of business card and said he intended to continue using it.

Although only a couple of years in the retail hardware business, Mr. Pelletier has apparently grasped a fine knowledge of it. On one side of the store he has 800 boxes for shelf hardware, the whole representing a very neat and complete shelf arrangement. One of the first things he did when taking over the store which he purchased was to learn the prices of the goods he had for sale. It was tedious and hard work but in the end he was well repaid, for, in learning the prices, he also knew minutely the limit of his stock. Moreover, he learned the stock and by close study mastered a great deal of the detail work in a short time. His store is well lighted and a great many goods are displayed. His show cases are roomy and enable him to present a greater number of goods than otherwise.

Mr. Pelletier is one of those hardware men who consider that the 5-10-15 cent store is more or less of a menace to the trade and will be interested in any discussion that takes place at the Peterboro convention on this subject. The departmental stores are also worth while considering as competitors, he thinks. Mr. Pelletier, of course, is right in the heart of the city and from his experience he states that he is prompted to specialize more and more on certain lines that have proved most profitable to him.

Mr. Pelletier is a believer in price cards and window displays and is generally on the lookout for any new idea that may occur to him or that some brother hardware man has found successful.

NOVEL USES OF THE CARPET SWEEPER.

Many years ago when Mr. Bissell first introduced his carpet sweeper on the market, he sent a sample to Josh Billings, the famous humorist, and received the following characteristic acknowledgment:

"Dear Bissil.—Your sweeper cum safe, and I must say it will worry the dirt off a karpet more sudden and sincearly than enny enterprise I have met yet. Me and mi wife have had 2 quarrels allready who shood use the deer sweeper neckst.

Yours without a struggle,
JOSH BILLINGS.

P.S.—Mi wife haz rigged a kradle on the top ov the sweaper and rides the baby around the room, and hunts for kambrick needles at the same time. Bully for the sweaper. J.B."

One of the oddest uses to which the sweeper has been put is that recently reported by Mr. Birch of London, who has visited this country many times during the past few years. In a recent conversation with the manager of the Bissell Company, Mr. Birch said that during the past season he visited the Saunton Sands Golf Links near Ilfracomb, North Devonshire—one of the many beautiful golf courses in England, and noticed they were pushing a little machine over the greens that seemed to clean them perfectly, and upon closer examination it proved to be a Bissell sweeper that was giving the greens their velvety appearance. It would seem that cleaning well kept golf greens would be clearly within the scope of the carpet sweeper.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 62.

MONTREAL.

Montreal, Feb. 16.—The market in metals has not changed materially during the past week. Tin is decidedly firm in its local quotations, and in the London market is up around a high figure. The figures vary, frequently, displaying the very sensitiveness of the market. The situation is not in the least clearer as far as anything that migh be said of the future is concerned. Locally the demand is fair and the price firm. An advance might have been expected during the past week, but none was recorded. Pig iron is practically in the same position it held last week. It is a little early yet to look forward to much activity. Lead is rather dull, copper is easier and the spelter situation is about the same as a week ago, if not a little easier.

Pig Iron—This market shows but little change. The conditions of the furnaces in the Buffalo district are about the same, although one report says conditions have reached a point where the furnaces are not looking for orders at the prices which have prevailed. They are now said to have been unprofitable, and prices have been strengthened somewhat. The Canadian market shows a somewhat improved outlook, and export conditions are better. It is reported that in regard to the outlook in steel contracts are pending for from 60,000 to 100,000 tons of steel rails for the C. P. R., but nearly all of the latter contract will go to Canadian mills.. Some activity was reported from one Buffalo producing interest, by which orders for foundry iron aggregating about 10,000 tons were secured for shipment over the first half-year at minimum prices. It is the competition of Buffalo furnaces that affect Canadian producers. We quote: Summerlee, No. 1, $21.50 to $22; Middlesboro, No. 3, $18.50 to $19; Canadian, No. 1, $19.50.

Tin—The market is firm here, with demand normal. The primary market has been fluctuating considerably, but has generally closed at a top figure. The local quotations are unchanged, although the market is described as very firm.

Copper—Interest in copper is rather featureless. There is a steady demand, such as it is, but on the whole the market is a little easier.

Spelter—Spelter is also a little easier. Enquiry has fallen off slightly and the price has shown some decline. Locally there is not much change to report.

Lead—This market is practically unchanged. It is steady enough, but inclined to be dull, with prices showing no change.

Scrap—There is a moderate demand for old material at former prices:—Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Feb. 24.—No change has come over the local market this week, either in price or condition. The active tone reported a week ago is maintained. Lead and spelter are strong and tin holds its high place. No one metal, however, is much to the front.

Tin—This metal is active, in the face of very light stocks. The price remains at 47 cents, and the market is strong at that figure. There have been few fluctuations during the week, and the feeling has been much steadier during the past few days. With the metal in control of the syndicate, it may be taken as pretty certain that the price will not fall very low.

Copper—The red metal has become very active and record business is being done this week. The market continues steady at stationary figures, with much firmness behind the present movement. The outlook seems good for copper this year, if all indications shown thus far lead to predicting the future.

Plates and Sheets—Firm and active is demand for these products. Orders steadily call for good-sized lots. The opening of spring shipments towards the close of next month is making for better booking.

Pig Iron—There is rather more enquiry shown at present for pig iron, and from now on business should increase in volume. Prices of all grades hold unchanged. Canadian Foundry No. 1 is $19.50, and No. 2, 50 cents a ton less. Old country iron is quoted at $20 for Middleboro' No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50 and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50, respectively.

Lead—Demand keeps steadily growing, and while prices show no change the condition of the lead market generally is much improved over what it was at the commencement of the year. Should there be an advancement in price those holding lead stocks will have justified their position by their action as well as being rewarded for their faith in the future of lead.

Spelter—Like lead, spelter continues to show marked improvement. For a long time now spelter has been the steadiest and most reliable of all metal stocks. No doubt the small surplus has much to do with this. The price of spelter locally remains unchanged.

Old Materials—Demand is light and sales few. There are not many changes in the handling of old metal stocks and prices remain at the old figures. Heavy copper and wire, 11¼ to 11½c.; heavy red brass, 10¼.; heavy lead, 3c.; light copper and bottoms, 9¾c.; tea lead, 2½c.; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10 to $11; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

GOING OUT AFTER BUSINESS.

When an eastern Ontario hardware merchant was recently asked how he went after new business he laughed and said simply: "I go out after it." There is not much information in those few words, but it explains that the method one hardware man would pursue would not be adopted by another. All those who are aggressive in hunting up business which might not otherwise come their way, know that the first principle is the bare bald fact of going out after the business. The rest of the methods are practically only incidental.

The casting of a business net into which the dealer collects news from plumbers, painters, contractors and the humble laborers; from the city officials who sign building permits; the reading of newspapers for information about prospective builders, etc., all this is a big work in itself. Some have found that a great deal depends upon the personality of a clerk or the proprietor himself. One case is recalled of a clerk who was extremely popular in his home town. He knew by name practically all the stonemasons, blacksmiths, contractors, painters, plumbers, bricklayers and even the laborers who dug the ditches for gas pipes, water mains, etc. He had a manner of treating them all that won them and held them. They frequented the store regularly. In fact it seemed at times an assembly for the representatives of labor and the firm was only too glad to have conditions thus. This particular clerk was kept informed by the men he met about the prospective work they had on hand, or that somebody else was thinking of. And in other ways he kept well within his grasp the business of the town that was likely to be of use to him.

When he secured information about a prospective builder he went to him and endeavored to sell him the goods he would need. He wisely made suggestions, presented catalogues of new ideas in building fixtures the hardware man carries, and by this means got considerable business that might have gone to one of the other firms in the town. Of course there was opposition when competitors learned his methods, but he had the start of them and more than held it.

CATALOGUES AND BOOKLETS.

Shears, Scissors and Razors.—J. Wiss & Sons Co. are sending out to the trade, an exceedingly attractive eighty-eight page catalogue, illustrating their complete line of shears, scissors, tinners' snips, pruning shears and cutlery. An interesting feature of the catalogue is the description of the different processes through which Wiss shears pass, from the original steel to the finished product. The statement is made that there are over 500 distinct operations required to finish a "Steelforged" Shear. Scattered through the introduction to the catalogue are illustrations of many of the operations described. The main part of the catalogue is copiously illustrated with half-tone cuts of the different lines made by the firm.

HARDWARE MARKETS

MONTREAL.

Montreal, Feb. 23.—During the past week there has been an improved feeling in general hardware lines. This is very satisfactory especially when it is remembered that business up to the present has been good and that the season has not begun to reach its busiest period. It has been stated that the retail trade are now following different methods in their purchasing as compared with the past. It had been a general policy to buy at certain times and to wait until then to make purchases. Now, the trade seems to be following a broader policy and are not binding themselves nor allowing themselves get into any fixed rut in regard to their purchasings. In all spring lines there is a better feeling and the volume of trade is easily judged by the activity of the various shipping departments. Business is general and in practically all the staple lines there is an encouraging demand with sorting up orders coming in freely.

Spring Lines.—There is a good business passing in general spring lines and in fact it is the coming spring business that is putting new life into the trade. The demand for refrigerators, freezers, screen doors, lawn mowers, hose, sprinklers, etc., are coming in liberally and trade is quite satisfactory.

Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamps, ½ to ¾ in., 25 cents a doz.; hose couplings, ½ to ¾ in., $1.00 a doz.; lawn sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $24 a doz.; and 36-in., at $39 a doz.; hoze nozzles, Gem, $3.50 a doz.; reels, 75 cents each and upward; garden wheelbarrows $27 a doz. They are listed at 50 and 50 per cent. discount. Wire netting, hinges, etc., are being freely enquired for and business is good.

Lumbermen's Supplies—The demand for boot calks has been good and the other articles under this heading have been freely called for. Ball calks are quoted at $4.00 a thousand and heel calks at $4.25.

Contractors' Supplies—Business is steadily improving and gives early evidences of what should be a splendid year in building operations. So far there has been nothing to create an unfavorable impression and as a result great hopes are being put forward for the summer and what it will bring.

For the best quality of shovels and spades the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5.00 a doz.; crowbars are listed at $3.00 a cwt.; wheelbarrows, navvy common, $19 and up; navvy full bolted, $21 and up; drag scrapers, $5.75 and upwards. Trade in these lines at present is quite fair.

Household Utensils—There is considerable new business in household utensils. The demand is showing itself for washing machines, tubs, washboards, pails, wringers, etc. Orders received thus far have been encouraging.

Sugaring Supplies—Perhaps the greatest increase has been shown in sugaring supplies, the near approach of the sap season being really appreciated by the trade. Orders for general supplies are good. Saps, spouts, pails, etc., are all included. Eureka spouts are quoted at $6.00 per thousand.

Bolts and nuts—The factories are beginning to catch up with the orders and the amount of business passing is fairly heavy. Manufacturers are still very busy. Quotations are, on carriage bolts 3-8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Harvest Tools—Although early yet for harvest tools there is some business passing. It is a beginning and adds to the total that should soon be developing. We quote a discount of 50 and 5 per cent.

Wire—Business continues satisfactory and gives promise of better enquiry in the near future. Prices quoted are; barbed wire, $2.05; plain twist, $2.55; galvanized wire, $2.25; base coil fencing (9) $2.30; (12) $2.45; staples, bright, $2.60; galvanized $2.85.

Sporting Goods—Already there are orders for the spring and summer sporting goods. The winter lines are quiet and are practically finished making way for the new goods.

TORONTO.

Toronto, Feb. 24.—There is no unusual stir in the local hardware market this week. Present business still keeps within seasonable bounds. January and February are usually slow months for the actual movement of hardware lines and this year these months are no exception.

Booking is going along fairly well and by this time next month shipments are expected to be quite as brisk as they were last spring. There is, of course, the usual sending out of hardware lines, but very few shipments are going forward, unless there is a saving to be effected in the cost of freight.

Prices continue steady and firm with no immediate prospect of change in sight. The convention at Peterboro is the outstanding feature of the week. Quite a number of out of town hardware men having spent part of the day in Toronto, on their way to the convention city. Nearly every one of the local jobbing houses are represented at the gathering in Peterboro.

The expectation is that this year sales of builders' hardware will run very high. Promises of this are good in Toronto and the larger centres of the East, and throughout the whole western country. Already in Toronto builders' permits have been placed at record figures.

Booking on summer sporting goods lines, which has been going on the past three or four weeks, augurs well for a busy season ahead. Some travelers having made splendid sales of fishing tackle, etc.

Seasonable Lines.—Winter and heavy hardware lines are at present quiet. There is some stir in the booking of spring goods, especially housecleaning articles, and early summer hardware articles are coming to the front. Shipments, however, will not commence before next month. Actual requirements call for small quantities of blankets, mitts, snow shovels and weather strip. These orders are of a sorting-up character.

Builders' Hardware.—There is a continued and improved movement to builders' hardware. The coming season is expected to fully equal either of the past two years. Building permits are already heavy in the larger centres, so that by the time the frost is out of the ground it may be that plenty of building will be under way. Mechanics' tools are in brisk demand and good sized orders are being placed for most lines of shelf goods. Travelers report that in all parts of the country dealers are fully confident of a busy building year and are prepared to order accordingly.

Stoves, Lighting and Heating Goods.—Business has steadied down, though there is still a good brisk trade and the record for the month is much ahead of a year ago. Stove orders are splendid and lamp goods are quite prominent.

Household Goods.—Housecleaning articles are beginning to bulk largely in orders, and there is a good present call for enamelware and tinware.

Lumbermen's Supplies.—Boom chains, axes, canthooks and saws are asked for increasingly and many good-sized orders have been received from northern points.

Heavy Hardware.—There is a pretty good demand for bolts and nuts, and the factories are reported to be working full handed. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½. Chain is inquired for and nails are being stocked heavily in anticipation of a brisk demand.

Sporting Goods.—The demand for sporting goods while low, shows signs of improvement. Particularly is this true of fishing tackle. Winter goods are about done and are giving way to spring and summer lines. Fall shooting goods are already being shown in samples.

THE BAND CONCERT.

The band concert on Tuesday night was undoubtedly one of the most enjoyable features of the week. The 57th regimental band has a reputation as one of the best military organizations in the country, and the music that they dispensed showed the reputation to be well deserved. Many of the younger delegates—and some of the elderly men, too—couldn't refrain from doing a jig step to the strains of the band during some of the lighter selections. A few of Peterboro's fairest were on hand, brightening up the occasion with their attendance.

The Western Hardware Market Situation

Storms Have Abated and Business Decidely Improved—Travelers Have Resumed Their Routes—Orders Becoming Bunched—Trade is Strong, but no Change in Prices.

Winnipeg.—With the comparatively mild weather that has been prevailing for the last week trade in all lines has made rapid improvement. Country roads throughout the Northwest are at last traversible, and farmers, who live twenty or thirty miles from town, have at last been able to get in after being snowed up for practically six weeks. The result is that a general brightening up has taken place throughout the entire west.

Visitors to the annual bonspiel occupied the attention of most of the managers of the wholesale and jobbers' establishments last week. Country merchants always visit the city during the week, and "drop in" to talk over general conditions with the wholesale firms.

Spring orders are now coming in very fast, and all departments are kept busy. One large firm stated that they had received this morning a record number of orders for the year. These were for all lines of general goods and were to be rushed forward at the earliest moment. While trade in the country in general is on a fairly solid basis, and some wholesalers claim exceptionally good, others state that their accounts are not in as good condition as they were last year, and while failures have been very rare, collections have not been met as well as they would have liked. Stocks held, however, are of good size and all recognize that it is just a matter of tiding over the severe winter till the spring marketing of grain sets in. Prices remain unchanged from last week and are as follows :—

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted, $2.83; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90.; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—¼ in., $3.50 ; ⅜ in., $3.80 ; ½ in., $4.25 ; ¾ in., $5.50 ; 1 in., $7.90 ; 1¼ in., $10.75 ; 1½ in., $12.70; 2 in., $17.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; $4.75; No. 16, $5.

No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base $25.75 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — 1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $2.95 ; plain twist, $3.25 ; staples, $3.00 ; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

The demand for these lines continues to increase with the advancement of spring and better shipping weather. Advance follows advance, this week turpentine followed the strength shown by linseed oil last week, and is to-day quoted at $1.25 per gal. or an advance of 10c per gal. Some wholesale firms even predict higher prices. Large orders for spring goods of all lines are coming in not only from the older parts of the country but from the newer districts anh towns where hardware stores are being started, and where considerable building operations are expected to take place. Linseed oil holds firm and trade active, and while no advance is expected no decline is anticipated either, and remains at $1.25 per 9 pounds for raw, and $1.28 per 9 pounds for boiled. Mixed paints and oils are also being ordered in large quantities, but remain firm at last week's uuotations. Lead holds firm at $6.50 per cwt. for decorative pure, and $6 per cwt. for H.P. and putty unchanged at $3.40 per cwt. for bladder casks and $2.75 for bulk casks.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18½c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 23½c, Keystone Special, 18c, Pemoline, in bulk, 19c; Silverlight, in bulk, 15c ; Acme lamp, in bulk, 27c ; White Rose, in bulk, 22½c ; National Light, in bulk, 21c ; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

WELSH TINPLATE FIRM EXTENDING.

Some time ago, in order to facilitate the providing of addition capital for the extension of their business, and securing an adequate supply of raw material, the Welsh Tinplate & Metal Stamping Co., of Llanelby, went into voluntary liquidation. There was no change in any of the officers or directors of the company, and all their creditors were paid in full.

Having completed the arrangements they had in view, the directors now announce that they will proceed immediately with the construction of additions to their plant. The new mills are for the purpose of supplying the company with black plate for their own requirements. They will be operated by electric power, and will be up-to-date in every particular.

Floorglaze—the high-polish, quick-drying covering for things indoors and out; M. L. Pure Paints—long lasting, for everything paintable; Elastilite Varnish—durable and brilliant; this is the trilogy that builds permanent business for paint dealers.

Floorglaze

M. L. Paints

Elastilite Varnish

Imperial Varnish and Color Co., Limited
8-24 Morse St., Toronto

For Your "Best" Trade

Sample tins and prices on application.

Stocks at 106 Princess St., Winnipeg and 527 Beatty St., Vancouver

Of Interest To Dealers

WHEN you hear a varnish salesman talk—note carefully what he says. Reduce what you can to actual facts—things that he can prove to you, or things you already know. Accept no general statements and make him prove every utterance.

Consider carefully and decide your purchase on the **known** quality of the varnish, the fame and prestige of the varnish line, the advertising and other co-operation given you.

The Pratt & Lambert salesman does not falsify. He does not have to. He presents the facts about Pratt & Lambert Varnishes and their large sale. You consider these facts. If you believe what he has told you about the manner in which Pratt & Lambert do business for you and for themselves you give him the order. Most every knowing Dealer does. If you don't **know**—write.

PRATT & LAMBERT-Inc.
VARNISH MAKERS 62 YEARS
24 COURTWRIGHT STREET, BRIDGEBURG, CANADA

FACTORIES:
BRIDGEBURG, CANADA
LONDON PARIS HAMBURG
NEW YORK BUFFALO CHICAGO

Benjamin Busy

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Feb. 24.—Each day brings slight improvement in the shipments of paints, oils and varnishes. A great deal of hesitancy, however, is still being manifested by the trade in general in placing good generous orders. However, there is no change in general conditions which govern the markets of different staples and this lack of enthusiasm in ordering may lead to much delay and congestion in the spring.

Linseed Oil.—For the present, the continued upward quotations seem to be checked and no change in quotations are recorded this week.

Occasionally, a cable is received with slightly lower figures than have been hitherto prevailing, but if these quotations are not quickly taken up, it is frequently followed by a withdrawal of the temporary lower quotations. The market cannot be said to be wobbling, but quotations vary slightly with the point of view upon which holders look upon the situation. Demand is fair, holders still showing a great deal of reticence in giving quotations.

Turpentine.—At this time of the year the eyes of the jobbing trade generally turn toward the prospects for the spring business. It is rather premature just yet to anticipate what this will be or to seek any solace in a prospective abundance which might not materialize. Present stocks are exceedingly light, prices high and shipments are reported to be on the quiet side.

Naval Stores.—Resin, pitch and pine tar are in better request than for some time past due perhaps to the outfitting of the Canadian marine fleet. The quotations are so high in sympathy with turpentine that the volume of business is scarcely up to the usual proportions.

Colors in Oil.—A very healthy enquiry is noted for colors and paints ground in oil and in Japan. This tends to show that decorators and carriage painters anticipate a good general business and from the hardware trade, umbers, ochres, graining colors and siennas. Marine paints in liquid form have especially been in evidence during the past week.

Putty.—After being on the quiet side for some time a good demand has sprung up for putty and a very satisfactory turn over is reported.

TORONTO.

Toronto, Feb. 24.—The market remains as it was towards the close of last week. Prices are stationary, with a firm tendency. Deliveries are somewhat slower than a year ago at this time. The high cost of both oil and turpentine has no doubt much to do with this. Booking is fair, though local trade is not brisk.

Linseed Oil.—Demand seems to be just opening for deliveries of oil and while the British market is a trifle easier it is still about the same as the Canadian crushers' prices and there is no indication of flaxseed being reduced in price at any point. There does not, therefore, seem to be any likelihood of a reduction in the present prices with an increased demand. Where the stocks are so very light as they are at present there is a possibility of the supply not being any surplus over the present demand. Raw oil is at $1.20 for less than five barrel lots, and boiled is 3 cents higher.

Turpentine.—The market is very unsettled. Reports from the Southern States indicate that the months of January and February have been rather more favorable than usual to the production of gum from the trees early in the season, but in opposition to this it is claimed that there is very little moisture in the land and that the flow of gum—while being early—is much restricted in quantity. Stocks are light at the points of shipment. It is believed that the large operators who have now got the market pretty thoroughly cornered will be able to keep it there for some weeks to come, as they are well supplied with the necessary means for holding the stocks now in hand. Some claim that they will be able to induce many of the producers to hold some of their supplies in the woods that the present small accumulation may be cleared off at the extraordinary high price now maintained. Along with these statements it is claimed that the ordinary agriculturists are more active than usual on the land and that this will tend to keep up the price for labor. It is not expected, therefore, that there will be any great reduction in price at the beginning of the season.

Rosin.—The market remains firm, the large buyers having advanced the prices still further the last week; this is especially the case in regard to commons. There is some indication that light shades, such as are used by soap manufacturers can be bought just now below the regular market quotations.

White Lead.—Dullness still pervades the trade in lead in common with other paint lines. Demand is light despite the fact that the price remains firm.

Putty.—Few orders are being received. Standard putty is quoted at: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Varnishes and Japans.—General prices are withheld for the present, though some varnish manufacturers have sent out new price lists, showing advances in all varieties. The expectation is that the rest will follow suit shortly, the price of the ingredients making this course almost compulsory.

Dry Colors.—There is little enquiry for dry colors. There are no price changes.

Petroleum.—Prices for refined oil stand firm as follows: Canadian prime water white, 12½c; United States water white, 14c; Pratt's Astral, 16c. The market is strong with a good demand in evidence.

Brief Paint Notes

Canada and Flaxseed.

In commenting on the question of reciprocity, the Paint and Varnish Record says: "It is generally admitted that the future flaxseed field of this continent is the Canadian Northwest. From a point of utter insignificance as a flaxseed market, Winnipeg has grown to be the third largest primary market in North America. For the crop year ending August 31, 1910, there were shipped from the ports of Port Arthur and Fort William (Winnipeg's lake shipping points) 3,030,242 bushels, against 1,595,411 bushels for the previous year, and only a little over a half-million in 1906. The growth for the crop year of 1910 and 1911 would have been much larger had not the drought affected the plant in some sections of Canada, as it did in this country. It is likely that the crop of the United States will decrease from the normal, rather than increase, with the coming years. If the United States has to import seed, there is no reason why it should not import it from Canada."

Branches Consolidated.

The Glidden Varnish Company have decided to consolidate their Chicago and St. Louis branches under one management. Brigham and Emrich, the Chicago managers, and Fred B. Stage, the St. Louis manager, have organized the firm of Brigham, Emrich & Stage, and this firm will look after the combined territory.

GOOD MEDIUM FOR PAINTS.

To the hardware merchant who does not handle anything in the way of paint and varish products and says "they're not in my line," we want to say that he is wrong. Generally speaking there is no branch of retail trade so well equipped for handling a general line of paint and varnish goods as the hardware store.

The ordinary, every-day, individual consumer of paints prefers and finds it to his or her convenience to obtain these goods at a hardware store. They find it necessary to make purchases at the hardware dealer's almost every day, while it is very seldom that they are obliged to visit the exclusive paint store.

A large part of a regular hardware stock consists of things for fixing up about the home, and it is the most natural thing in the world for a man or a woman to buy a package of stain, enamel, gilding or a brush at the same time that he or she is getting some nails, a hammer, screw eyes, molding hooks, a gas mantle, or a pair of shelf-brackets.

The merchant who talks about "going into the paint business" doesn't realize that to get the most desirable, the most profitable, the cleanest and most easily handled part of the paint and varnish trade—the kind that best fits into his business—requires only a few feet of shelf or counter room, an investment of perhaps a few hundred dollars and no additional expense whatever.—Exchange.

KEEPING RECORD OF PRICE CHANGES.

A file for price changes is considered a necessary part of the office in a retail hardware store. A large firm in Perth have simplified this and have all their prices on cards in a little box file. The different goods are in alphabetical order on cards which are indexed. When linseed oil advanced the card under "L" on which it would be listed would be taken out and the new price set down. Thus, the latest prices on all hardware goods are quoted except probably some that may be in catalogues, and as the catalogues are filed it is hardly necessary to duplicate the prices by putting them in the quotation file.

70% Pure White Lead
(Brandram's B. B. Genuine)
30% Pure White Zinc
100% Pure Paint

THIS IS THE GUARANTEE
on every can of
B-H
"ENGLISH"
PAINT



ADDRESS OUR NEAREST OFFICE

BRANDRAM-HENDERSON LIMITED
MONTREAL HALIFAX
ST. JOHN WINNIPEG TORONTO

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 0 08 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.	
Casting ingot	13 75	13 50
Cut lengths, round bars, ½ to 2 in..		21 00
Plain sheets, 14 oz., 14x48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron ,special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—	
22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap,No.1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb 6 00 6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 00 44 45

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50
I X, 14x20 base	6 50
I X X, 14x20 base	7 50

"Allaway's Best"—Standard Quality. I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17. $4.45; No. 18, $3 10; No 19, $2 80. Al prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal—100 lbs., Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb 0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

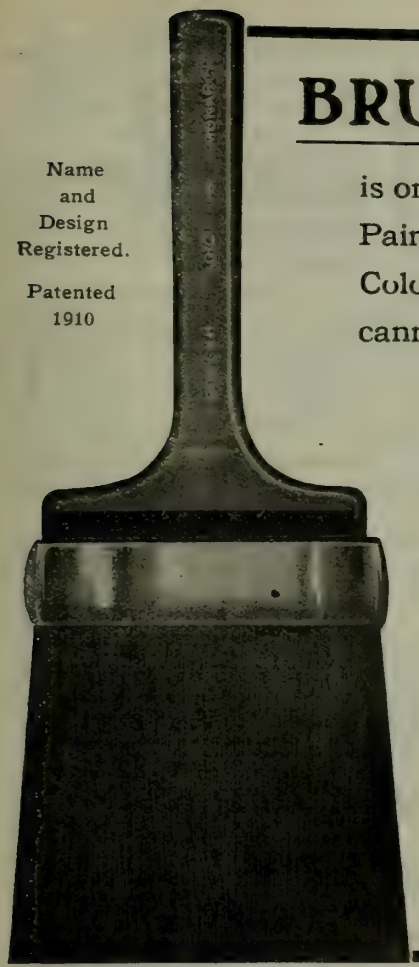
In bbls 0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

Per gallon in qt. tins	
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson s "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60



Name and Design Registered.

Patented 1910

BRUSH QUALITY

is one of the most important features which interest the Practical Painter. You supply him with the best quality of Paints, Oils, Colors, etc. Why not the equivalent in Brushes? Good work cannot be done without them.

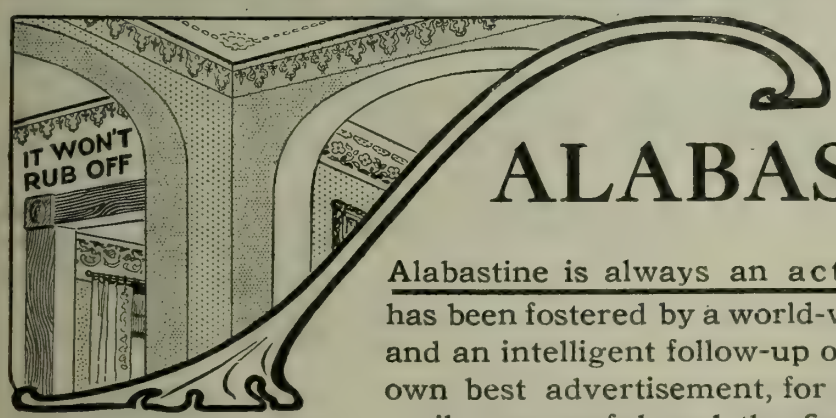
Boeckh's "Steel Grip" Painters' Brushes

are so made as to permit of an even, easy flow of the Paint or Varnish, and the Bristles are held firmly by the Compressed Nickel Ferrules, thereby preventing shedding of the Bristles. Made in Oval or Flat.

Write for full particulars.

The Boeckh Bros. Company, Ltd.

Head Office, - - - Toronto, Canada



INCREASE YOUR ALABASTINE SALES

Alabastine is always an active stock. The Demand has been fostered by a world-wide campaign of advertising and an intelligent follow-up of circulars. Alabastine is its own best advertisement, for even with home labor it is easily successful and the finish is clean and beautiful.

HERE'S OUR NEWEST IDEA

We will suggest up-to-date, artistic, color treatment for the homes of your prospective customers, sending them colored sketches showing what the tinted walls will look like, thus aiding you to make the sale. After they have purchased the Alabastine we supply them with stencils free, making artistic effects and pleased customers certain. If you have not our Information Blanks and Free Stencil Circulars, write to-day for a supply.

PUT US IN TOUCH WITH YOUR CUSTOMERS

This plan makes new business

The Alabastine Co., Limited

PARIS, ONTARIO

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 5½
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75
Genuine, 100 lb. kegs, "	5 25
No. 1, casks, per 100 lbs	4 25
No. 1, kegs, per 100 lbs	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12½
U S. Water white "		0 14
U.S. Pratt's astral "		0 16
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine single barrels	1 12	1 20
Wood Turpentine		0 60
Linseed Oil. " raw	1 11	1 15
" " boiled	1 14	1 18
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	3 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7
Nuts, square, all sizes, 4½c per lb. off.	
Nuts, hexagon, all sizes, 4½c per lb. off.	
Stove rods, per lb., 5½ to 6c.	
Stove Bolts 80.	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 10 lbs	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 36", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
" "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 06

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ⅜-inch per gross	9 00
" " ½ " "	10 00
" " ⅝ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO
NEVER LEAK ROOFING
The GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old style *tin caps* for Congo, but *galvanized caps* which never rust.

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by a little investigation. As to its wearing properties—we guarantee them. Can any reasonable man ask more? Further information on request.

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont; Fife Hardware Co., Fort William, Ont.

IT IS THE WIDE AWAKE DEALER

who gets the lead in the building trade. CONTRACTORS know the man who sells the right ROOFING and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always. Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

Shears that Sell

This cut represents our Ordinary Straight Trimmers



Are those with an unconditional guarantee behind them—CLAUSS SHEARS. They are made to cut the finest or the heaviest cloth, work easily and quickly, and cut from heel to point. By our Natural Gas Process every Clauss blade has a perfectly tempered edge.

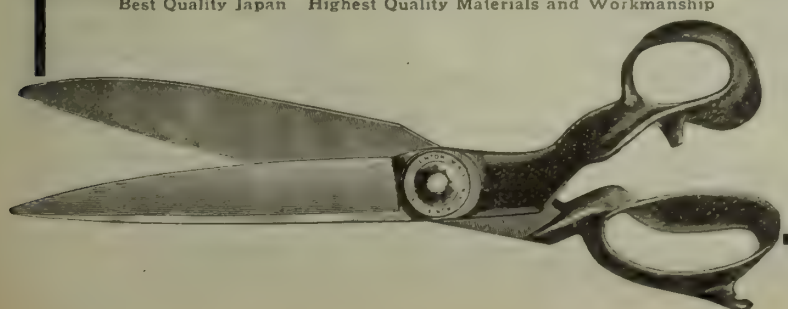
The Clauss line of cutlery is the most complete in the world. Stock up with a good range of Clauss goods. There's good profit in handling this line.

Clauss Shear Company
169 Spadina Ave
TORONTO

HEINISCH TAILOR SHEARS

Perfectly Finished—Correctly Tempered—Keen Cutting Edge

Best Quality Japan Highest Quality Materials and Workmanship



ALL JOBBERS STOCK THEM

:: :: We also make :: ::

SCISSORS, TRIMMERS, TINNER SNIPS

The Best that can be Made

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 85	4 10
" 100 to 103	1 85	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stove and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $3.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada Iver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Sutton's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75

Clauss Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.

Lath yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Cotton clothes line, 27½ off.

Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand. 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
Nerth Bros., No. 50 per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 82 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 12
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

THOWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Ricycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	68 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in			0 70
" " " 34 in			1 00
" " " 36 in			1 25
" " neckyokes, 36 in			1 05
" " doubletrees, 40 in			0 95
" " lumbermens, 44 in			1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

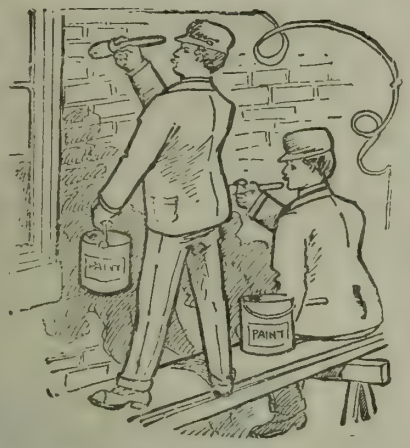
WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Demonstrate Your Wares



It isn't necessary for you to get out on a platform and paint a wall, but it is necessary for you to have a paint that will stand that test.

Have you got it?

Couldn't you increase your trade if you had the right paint to paint right?

Couldn't you get more business if you had a genuine pure paint at a genuine low price?

Here it is.



Let us demonstrate what Ramsay's Paints can do for you in the way of a business-getter and a profit-maker.

You can have them if you act quickly.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

"DOMINION"

"The Crown of Quality"

Galvanized Canada Plates

Can always be depended on to give your customers satisfaction. The oldest brand on the market and still the most reliable.

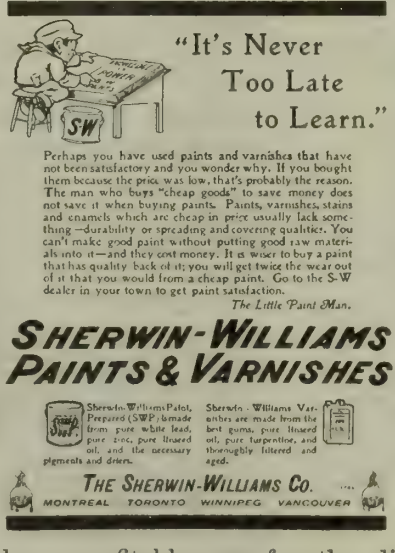
Your jobber can get them for you.

A. C. LESLIE & CO., LIMITED

MONTREAL

Sherwin-Williams Advertisements Are Appearing in Twenty Leading Weekly and Farm Papers Having Over a Million Readers a Month.

This is one link in the strong chain of publicity through which the Sherwin-Williams Co. reaches out to the consuming public. The cut shows one of a series of carefully planned selling appeals designed to educate the public against the folly of using cheap paints and varnishes which are bound to cause trouble and dissatisfaction. This campaign is based on the experience of past successes in promoting sales through S.-W. Agents. The papers have been selected because of the desirable quality of their circulation; reaching the most substantial farmers and property owners throughout Canada —the kind of people YOU want to sell.



This spring will be a profitable one for the live Sherwin-Williams Agencies. Is your name on the list? If not, write for particulars now.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Alabastine Co ... 61
American Shearer Co 20
Andrews Wire Works of Canada, Ltd. outside back cover
Anthony, M. B. 20
Armstrong Bros. Tool Co 21
Atkins & Co., E. C 24
Atlas Mfg. Co 21
Aylmer Pump and Scale Co. inside front cover

Banwell Hoxie Wire Fence Co 1
Barnet Mfg. Co 88
Barnett, G. & H. Co. outside back cover
Barton Netting Co 17
Boeckh Bros 61
Bosse & Banks 20
Booth-Coulter Copper & Brass Co 78
Bowser, S. F., & Co., Ltd 72
Brandram-Henderson, Ltd 59
Buffalo Mfg. Co 84
Burman's Clippers 75
Burrow Stewart & Milne Co., Ltd 18

Cameron & Campbell 20
Canada Cement Co 76
Canada Foundry Co 80
Canada Metal Co 20
Canada Paint Co 67
Canada Steel Goods Co 8
Canada Wire Goods Mfg. Co 80
Canadian Copper Co 19
Canadian Hart Wheels 20
Canadian Sales & Mfg. Co 21
Canadian Supply Co 23
Cane & Sons, Wm 15
Cartland & Son, Ltd. Jas 87
Caverhill, Learmont & Co 5
Cavers Bros 81
Chance Bros 74
Chicago Flexible Shaft Co 6
Chicago Spring Butt Co. inside back cover
Clauss Shear Co 63
Collins Mfg. Co 20
Connor, J. H., & Son 77
Copp, W. J., Sons & Co 21
Covert Mfg. Co 21
Crookes, Jonathan, & Son 81
Cummer Dowswell, Ltd 6

Dana Mfg. Co 87
Davidson, Thos., Mfg. Co 8
Dennis Wire & Iron Co 78
Directory of Manufacturers 20 21
Disston, Henry, & Son 9
Dominion Cartridge Co 24
Dominion Roofing Co., Ltd 75
Dorken Bros. outside front cover, 83
Dougall Varnish Co 71

Enterprise Mfg. Co 76

Fenn Mfg. Co 86
Ford Auger Bit Co 80
Frothingham & Workman, Ltd 4

Galt Art Metal Co 16
Gendron Mfg Co. Ltd 77
Gibb, Alexander 20
Gilbertson, W., & Co 19
Goodell-Pratt Co 15
Goodhue & Co., Ltd., J. L 80
Greening, B., Wire Co 86
Grove Chemical Co 81
Guelph Spring and Axle Co 78
Gutta Percha & Rubber Mfg. Co. outside back cover

Harris, J. W., Co 82
Heinisch, R., Sons Co 63
Hobbs Mfg. Co 73
Howland, H. S., Sons & Co 7
Hutton, Jas., & Co 80

Imperial Varnish and Color Co 57
International Tool Co 74
International Varnish Co 72

James & Reid 21
Jardine, A. B., & Co 19

Laidlaw Bale Tie Co 17
Leipsic Fair 80
Kendrick & Co., Ed 78
Kyle, P 20

Leslie, A. C., & Co 65
London Foundry Co 84
London Bolt and Hinge Works 20
London Pressed Hinge Co., Ltd 81
London Rolling Mill Co 67
Lufkin Rule Co. Inside back cover
Lundy Shovel and Tool Co 14
Lysaght, John outside front cover

McArthur, Alex., & Co 63
McClary Mfg. Co 10
McDougall, R., Co 87
McGlashan-Clarke Co., Ltd 17
McKinnon Chain Co 79

Martin-Senour Co 71
Maxwell, D., & Sons 74
Mayo & Brown 92
Meaford Wheelbarrow Co 22
Metal Shingle and Siding Co 14 78
Metallic Roofing Co 2
Mitchell & Co., David 20
Moore, Benjamin, & Co 73
Morrill, Chas 81
Morris & Bailey Steel Co 17
Morrison, James, Brass Mfg. Co 12
Myers & Bro., F. E 21

Nagle & Co., H 78
National Cash Register Co 13
National Hardware Co 82
New Brunswick Pulp and Paper Co 81
Newman, W., & Sons 20
Newmark, Louis 18
Nicholson File Co 12
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 78

Oakey, John, & Sons 19
Oneida Community 86
Ontario Lantern & Lamp Co., Ltd 79
Otterville Mfg. Co 80
Owen Sound Wire Fence Co 7

Palmer Co., The J. E 16
Parker Wire Goods Co 81
Parmenter Bullock Co., The 20
Paterson Mfg. Co 63
Pearson, Geo. D. & Co 21
Pease Foundry Co 69
Peterborough Lock Co. inside back cover
Pilkington Bros 74
Pinchin Johnson & Co., Ltd 72
Pink, Thos 85
Pratt & Lambert Inc 57

Queen City Oil Co 69

Ramsay, A., & Son Co 65
Rhodes Mfg. Co 78
Robertson Mfg. Co., Ltd., P. L 81
Ross Rifle Co 88

Samuel, M. & L., Benjamin, & Co 84
Seymour, Henry T., Shear Co 78
Sharratt & Newth 21
Shaw, A., & Son 21
Sherwin-Williams Co 65
Sheet Metal Products Co 2
Shurly Dietrich Co. Ltd 83
Simonds Canada Saw Co 82
Sonne, Thos., sr 20
Spramotor Co 69
Standard Chain Co 87
Standard Paint and Varnish Co 69
Stanley Mills & Co 19
Stanley Rule and Level Co 79
Star Mfg. Co 76
Steel Co of Canada, Ltd 11
Stewart Mfg. Co., Jas., Ltd 18
Still, J. H., Mfg. Co 1
Stratford Mfg. Co 77

Tarbox Bros 21
Taylor-Forbes Co. outside front cover
Thompson, B. & S. H. outside back cover
Tobin Arms Mfg. Co., Ltd 9
Toronto Plate Glass Importing Co 21
Toronto Silver Plate Co 22
Trewhilla Bros 20

Valor Co., Ltd., The 82

Want Ads 70
Warminton, J. N 21
Watson Mfg. Co., John 21
Western Clock Mfg. Co. inside front cover
Western Distributors, Ltd 20
Western Wire and Nail Co 21
White Mop Wringer Co 19
Whitman & Barnes Mfg. Co 85
Whittock & Marlatt 20
Wilckes-Martin-Wilckes Co 23
Winnipeg Paint and Glass Co., Ltd 67
Wright, E. T., & Co 83

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New Yor

Box Strapping
J. N. Warminton, Montreal

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co, Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., Toronto

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Carriers—Cash—Parcel
The Gipe Carrier Co., Toronto

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
W. R. Humphreys & Co., Ltd., Sheffield, England
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Cycles
Hobart, Bird & Co., Ltd., Coventry, Eng.

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co., Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Reciprocity in "Arms"

A Military Toast To The Ladies!

"Our arms, your defence,
"Your arms, our recompense,
FALL IN!



Our Hardware Friends should **"fall in"** to line and place their orders for Spring Shipment without delay.

Every department is running full time and we are prepared to give every order careful attention.

Consult the catalogue so that no item will be omitted.

THE CANADA PAINT COMPANY LTD

A Transparent Proposition

Glass Stock Low? Renew your orders. Glass is always salable.

All kinds of Window and Picture Glass from 16 oz. to 32 oz.

Also Art, Ornamental and Fancy Glass.

Write for Price List.

THE WINNIPEG PAINT AND GLASS Co LTD
EVERYTHING FOR A BUILDING

EDMONTON - - - WINNIPEG

THE CALGARY PAINT & GLASS CO., LTD., CALGARY.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

Sales Agents, Ontario—Baines & Peckover, Toronto
" Manitoba--Bissett & Loucks, Winnipeg

Reliable QUALITY

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Extinguishers
The Valor Co. Ltd., Birmingham, Eng.

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont
Charles Lindsay, Glasgow, Scotland

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor. Ont

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Guns
Harrington & Richardson Arms Co. Worchester, Mass.

Hammocks
Hohlfeld Mfg. Co., Philadelphia
The J. E. Palmer Co., Middletown, Con.

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
E. B. Salyerds, Preston.
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lampblack
The L. Martin Co., New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern and Lamp Co., Hamilton, Ont
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor-Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Lights, Gas
Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Post Hole Augers
Fenn Mfg. Co., Charlotte, Mich.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Razors.
Christy Safety Razor Co. Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg Mass.
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
Kemp Mfg. Co., Toronto
McClary's, London, Ont.
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterworth Fdy. Co., Ottawa
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd., Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal.
U.S. Steel Products Export Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Vaves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
McDougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

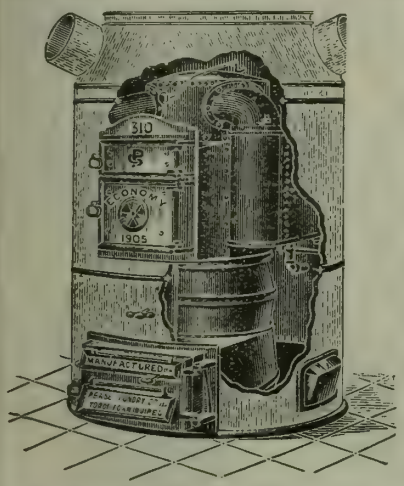
Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

KEEP WIDE AWAKE!

Your nearest competitor is very much alive to the chances of getting your trade away from you, but you will have a powerful lever to move business to your store and **to keep it there,** if you carry

New Era Paint

This paint keeps its colour better, lasts longer and covers a greater surface than many higher-priced paints. It is pure and moderately priced. Get our prices.

Standard Paint & Varnish Works Co.

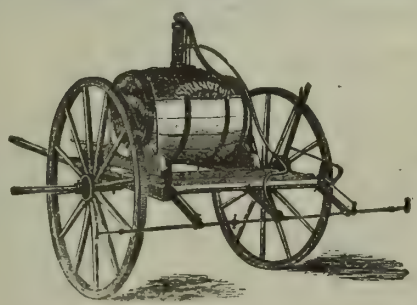
WINDSOR, ONT. LIMITED

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

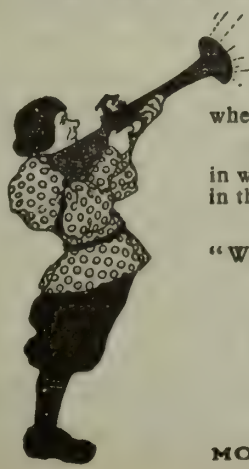
The Hand SPRAMOTORS



Nos. 1 and 2, with horse-drawn cart, can be used for orchards, vineyards, row crops, or weed spraying. As shown, it is arranged for row crops and weeds, but all attachments are interchangeable. Has steel axle, 52-inch wheel of best hardwood, adjustable width of track and rows, all brass Spramotor, with brass ball valves, mechanical agitator, compensating plunger. All of the highest grade throughout, for one horse only. Price, $47.00 to $54.00. Write for free treatise.

2 Gold Medals National Horticultural Congress.

R. D. HEARD, 1382 King Street, LONDON, CAN.



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,
MONTREAL TORONTO WINNIPEG

Condensed or "Want" Advertisements

ARTICLES FOR SALE

FOR SALE—A set second-hand tinner's tools in good repair. Apply to JOHN DUFTY, Broadview, Sask. (12)

FOR SALE—A set of tinsmith's tools, in good condition. Box 1072, HARDWARE AND METAL, Toronto. (9)

BUSINESS CHANCES

FOR SALE—Live hardware, doing business in one of the best districts in Western Ontario. Apply to Box 1077, HARDWARE AND METAL, Toronto. (8)

FOR SALE—First-class hardware business for sale in the most thriving city in Canada, the largest banking turnover and pay roll of any place the same size. Ill health reason for selling. Box 1081, HARDWARE AND METAL, Toronto. (tf)

FOR SALE—Hardware, stove and tinsmith business of 50 years' standing in city of Kingston. The business is being offered as a going concern in connection with closing up of estate of late owner, S. J. Horsey (died Feb. 2nd). For particulars apply to R. W. HORSEY, 189 Princess St., Kingston, Ont. (9)

FOR SALE—General hardware business, located in one of the best farming districts of central Ontario. Two railways enter town, high school, etc. Stock and fixtures about $4,000; turnover $9,000. Good reasons for selling. Box 1080, HARDWARE AND METAL, Toronto. (9)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

FOR SALE—Hardware, tinsmith and plumbing business in a live town. Good reasons for selling. Box 1075, HARDWARE AND METAL, Toronto. (5tf)

FOR SALE—Hardware and tinsmithing in good Saskatchewan farming and coal mining district. Stock $4,000; turnover $10,000. No opposition. Box 1082, HARDWARE AND METAL, Toronto. (9)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE—In a thriving Ontario village, a fully equipped hardware, stove and tinware business, composed of eavetroughing, roofing, furnace work and plumbing. A full set of tools and no dead stock. Will sell stock and tools. Store leased. Stock $5,000, can be reduced if necessary. Owners have an interest in the West and can give possession at once. Box 1085, HARDWARE AND METAL, Toronto. (9)

WANTED—To buy, a hardware business in a growing town. Write, giving particulars, to Box 1084, HARDWARE AND METAL, Toronto.

SITUATIONS VACANT

TINSMITH—Experienced, able to take charge of this department. Expert on furnace work. Good position to capable man. The Best Stove and Hardware Co., Peterborough. (9)

WANTED—Two tinsmiths; steady work. State wages required and send testimonials. Steel Trough & Machine Co., Ltd., Tweed, Ont. (8)

WANTED—Two stock clerks and one pricing clerk in wholesale warehouse. Good openings for experienced men. Apply, stating experience and salary expected, to Box 2959, Winnipeg. (9)

WANTED—A tinsmith and plumber, one capable of laying out and figuring a furnace or bathroom job. State first letter age, nationality, experience, and with whom, if total abstainer, wages expected, if married and names of references. Correspondence confidential. Apply F. E. HENDERSHOT, Mount Forest, Ont. (9)

WANTED—An experienced salesman of good address, about twenty-five years of age, must speak and write English and French fluently. Wages $15 per week to begin with. Send references and photo if possible and state experience. SMITH & GAETZ, Red Deer, Alta. (9)

SITUATIONS VACANT

AN AGENT for the Maritime Provinces wanted to represent Canadian firm manufacturing Shovels. Only those doing business with the wholesale hardware trade need apply. Address "Agency," care HARDWARE AND METAL, Montreal. (8)

WANTED — Experienced tinsmith, plumber and steamfitter, capable of making estimates. Apply, with references and salary expected, to Box 1088, HARDWARE AND METAL, Toronto. (9)

WANTED—Experienced and successful retail hardware salesman. Must be good stock-keeper and buyer. State full particulars, age, experience, etc., give references and send photo. Ability, energy, with lots snap very essential. Salary $1200 a year. THE MOOSE JAW HARDWARE CO., Ltd, Moose Jaw, Sask. (10)

MISCELLANEOUS

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DURING 1910 the MONARCH displaced hundreds of Typewriters of all makes. In 1911 we anticipate a still greater demand. We have cut down the allowance on these second-hand machines and consequently can sell them cheaper to you. They are carefully rebuilt and are guaranteed to give satisfaction or your money back. If you want a good, strong, clean working Typewriter at a mere fraction of the original cost, write us for catalogue. THE MONARCH TYPEWRITER CO., Ltd., 46 Adelaide Street West, Toronto, Ont.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES — Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies. Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

SITUATIONS WANTED

AS JUNIOR HARDWARE CLERK, by a young man of good ability and character; has had practical experience in temporary positions. Wishes to learn hardware business. Well educated. Good references. Box 103, Woodstock, Ont. (9)

A HARDWARE SALESMAN, desiring to leave the road, wishes to obtain at once an active interest in such business in Western Canada. Can offer in exchange or as security equity to the value of $10,000 in first-class Western lands. Correspondence solicited. Address Box 1083, HARDWARE AND METAL, Toronto. (7tf)

HARDWAREMAN, eight years' experience in wholesale and retail, desires position as traveler or wholesale position. Can furnish recommends. Box 1087, HARDWARE AND METAL, Toronto. (8)

AGENCIES

AGENCIES WANTED for New Brunswick, by a young and progressive firm with good connections and references. Apply KINNEAR & CO., Manufacturers' Agents, Box 168, St. John, N.B. (10)

BRITISH AND CONTINENTAL Buying and Sales Agency, Metals, Hardware, Chemicals, Paints, etc. Englishman (established in Birmingham) with wide merchant and export experience in above and allied trades, is open to negotiate with first-class firm to act as Buying or Selling Agent. Advertiser is thoroughly acquainted with best British and Continental sources of supply and possesses valuable home and foreign connections. Bankers and commercial references. Apply "Business," care John Lewis & Co., Chartered Accountants, Birmingham. (8)

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

WANTED—By an experienced engineer in Germany, reliable business man with money to start with him an importation office between Germany, Canada and England, in engineering and hardware lines. Same can bring in a number of important German agencies. Box 55, HARDWARE AND METAL, 88 Fleet St., London, England. (10)

PARTNER WANTED

WANTED—A partner, or will sell outright a good hardware, stove and tinware business in Western Ontario. Address Box 23, Whitechurch, Ont. (10)

PARTNER WANTED—Active or silent, with little capital for a retail hardware store, to join a well recommended and practical man who has several years' experience as manager of one of the best paying hardware establishments in Montreal. Exceptional proposition, highest testimonials, absolute security. Correspondence confidential if desired. Address "PARTNER," HARDWARE AND METAL, Montreal. (9)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

THE NATIONAL CASH REGISTER CO. guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

Five Foes of Paint and the Shield that Stops their Darts

SUN

WIND

RAIN

TEMPER-ATURE

TIME

It takes a mighty good paint to resist these five relentless foes — for one or more are on the job day and night. These persistent foes soon show which paint is best able to resist their continuous attacks. Good paint, like the good soldier, when attacked, quickly demonstrates its defensive qualities and what it is made of. **Purity** is the impenetrable armour that defends

Martin-Senour Paint

100 PER CENT PURE

from these foes that so quickly vanquish and destroy paints of "inferior quality." **Purity** of ingredients and thoroughness and honesty in manufacturing has produced a durable paint that resists **sun, wind, rain, temperature and time** to a remarkable degree. That means it is the best paint on earth for the dealer to use to fight competition and build up a profitable business. The sales agency will convince you. Write for it today.

The MARTIN-SENOUR CO., Limited
Pioneers Pure Paint
Montreal Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

100% PURE



THE VARNISH
DOUGALL VARNISHES
THAT LASTS LONGEST

KONKRETO

The Ideal Finish for Concrete, Etc.

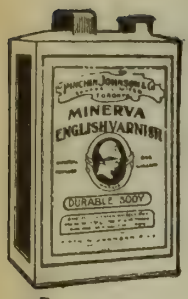
The porous surfaces of rough finished concrete interiors give lodgment to dust and are a menace to health and cleanliness.

THE NECESSITY IS MET BY KONKRETO.

"KONKRETO" is a composition that makes concrete walls moisture-proof and fills the dust-gathering roughness of surface. Tiling is not more sanitary. Dealers can make business by simply mentioning KONKRETO to their progressive customers, for every man with new concrete factory or home buildings is alive to the need of a good surfacing for indoors.

WRITE FOR THE "KONKRETO" BOOKLET.

THE DOUGALL VARNISH CO., Limited
J. S. N. DOUGALL, President
Associated with Murphy Varnish Co. U.S.A.
305 Manufac'urers St., MONTREAL



Business common-sense

Mr. Dealer—It's just plain business sense to sell the brand that means most profit and reputation to you.

Reputation means increased business.

That's one strong reason why you should handle Minerva Products.

MINERVA
Paints and Varnishes

are made from the purest and best materials obtainable and backed by 76 years of paint experience.

The largest railroads and steamship Companies and the largest decorators are constant users of Minerva Products.

Make Minerva Paints YOUR leader---every sale means a satisfied customer.

The Minerva proposition is attractive.

Write to-day for information and dealer's price list.

PINCHIN, JOHNSON & CO.
(Canada) LIMITED
Established in England in 1834.
377-387 Carlaw Ave. - Toronto, Ont.
C 79



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.
66-68 Fraser Ave., Toronto, Ont.

Satinette

(White Enamel)

should be on every dealer's shelves if for no other reason than that it is one of the famous International Varnish Products.

But—it has plenty of intrinsically superior qualities to recommend it besides that.

Satinette is suited for decorative work of every description—Gloss interior and Flat Interior for interior work and Gloss Exterior for exterior work.

Satinette is known all over the world as the white Enamel that stays white—it cannot become yellow.

Architects, painters and decorators always think of Satinette now when they think of enamel.

Satinette is the most perfect and durable white enamel ever made.

It has great covering capacity and **CANNOT TURN YELLOW.**

Like all International Products, Satinette is sold only in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

A

The Most Economical White Pigment

on the market—whiter, finer and more elastic than White Lead—is

TRIP-L-BODY WHITE

an absolutely non-poisonous paint, unaffected by foul gases, smoke or atmospheric changes.

Has greater capacity and covering qualities than any other white pigment.

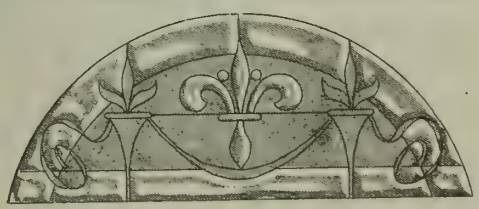
The very line to recommend for use in Homes, Hospitals, Schools and Public Buildings.

Write for Prices

Benjamin Moore & Company, Limited

West Toronto

NEW YORK CLEVELAND CHICAGO

Leaded  Glass



We are the largest manufacturers of

Leaded Art Glass

in CANADA, making same at all our four warehouses. Prompt shipment and entire satisfaction guaranteed.

WRITE FOR CATALOGUE



The Hobbs Manufacturing Company, Limited

Warehouses:—LONDON, TORONTO, MONTREAL, WINNIPEG

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

BRITISH GLASS P.B.

Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal — Busby Lane
Toronto — Mercer Street
Winnipeg — Market Street
Vancouver — Columbia Ave.



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.



A Clean-Cutting, Positive Action.

Every Fruit Grower a Customer

You need have no hesitation whatever in recommending the

"Kansas" Pruning Knife

(Improved)

as illustrated in the cut. It works far more quickly, more cleanly, and more conveniently than any other pruning tool, and will be found to be of excellent finish and exceptional durability.

Simply place hook over limb up to 1¼ inches, pull the handle, and you get a perfectly clean cut; for snipping off twigs, the string, instead of the handle, is pulled. Will do five or six times quicker work than the next best Knife and will give double the length of service.

Made in Canada by the Taylor-Forbes Co., Limited, Guelph.

Write for Circular and Prices.

International Tool Co.
Detroit, Mich.

CHANCE'S

Double Rolled Cathedral Glass

is brighter and more translucent than the ordinary rolled Cathedral. It cuts true and easily, and works up handsomely into Leaded Windows. Made in a very large variety of tints.

Chance's Figured Rolled Glass

is famous for its deep, brilliant patterns, easy cutting qualities and attractive tints.

FLEMISH GLASS, made only in the glass works of Chance Bros. & Co., near Birmingham. England, is a new and most attractive ornamental Window Glass, unsurpassed for character and brilliancy.

Write for samples of Chance's Muffled, Figured, Rolled, Flemish and Double Rolled Cathedral Glass.

AGENTS FOR CANADA

B. & S. H. Thompson & Co.
LIMITED
381 St Paul Street - MONTREAL

For Quality and Price

NO ROOFING WILL GIVE YOU SUCH SOLID SATISFACTION AS

MALTHITE ROOFING

In point of Quality and Durability it has no superior on the market, and its price is

25% LOWER

than that of any other roofing. Absolutely guaranteed by us direct to your customers.

GET DETAILS TO-DAY OF THIS EXCEPTIONALLY PROFITABLE LINE

THE DOMINION ROOFING CO.
of Canada, Limited

31-33 Front St. East, - TORONTO, CAN.

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

FOR SALE

Have you anything for sale which any Hardware Merchant, Plumber, Stove and Tinware dealer would be interested in?

Advertise in our "want ad." column. It will bring results.

RATES—(payable in advance)

2c. per word 1st insertion
1c. " " subsequent insertions

5c. additional each insertion when box number is required.

HARDWARE and METAL
MONTREAL TORONTO WINNIPEG

Burman & Sons, Ltd., Birmingham, Eng.

Manufacturers of the Best Known Clippers in the World



THE BURMAN No. 17 AT WORK

BOWN'S NEWMARKET Clipper is made solely by US. This clipper has enjoyed the highest reputation throughout the world for over thirty years. It brings repeat orders wherever sold.

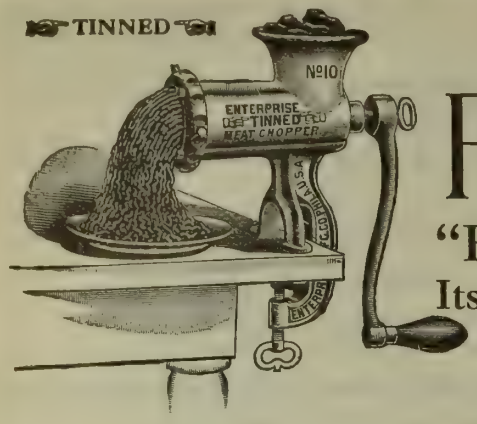
THE GRAND CLIPPER (ball bearing) is the only genuine ball bearing clipper produced to-day, fitted with black ebonized handle and nickel plated. A strong seller.

THE HANDICAP is a lower priced clipper but its quality is high. It is a centre adjustment clipper of very simple construction and is in great demand in all the colonies. It is the standard in Canada. Let us send you a catalogue. These are three of our most popular lines.

NO. 17 POWER CLIPPER STANDS ALONE. The phenomenal success of this power clipper is undoubtedly due to the excellence of the patent clipping head: its wonderful cutting qualities; its antifrictional design and its perfect balance and at the same time it runs lightly and easily. Weighs only 35 lbs. packed; size, 26 x 11 x 8 inches.

B. & S. H. THOMPSON & CO., Ltd., St. Paul St., MONTREAL

SOLE CANADIAN AGENTS



"ENTERPRISE"

FOR making sausage there is *nothing* equal to the "Enterprise" Meat and Food Chopper. Its four blade steel knife revolving against a sharpened perforated steel plate cuts exactly like a pair of shears. It *cuts* (don't tear) more meat in less time and is much better than any chopper made.

You know the quality—so do the majority of your customers. Made in 45 sizes and styles for hand, steam and electric power.

"Enterprise"

Sausage Stuffers and Lard Presses

The patented corrugated spout prevents air entering casing—assuring preservation of the sausage. *Now* is the time to feature these goods.



The Enterprise Mfg. Co. of Pa.
PATENTED HARDWARE SPECIALTIES
Philadelphia, Pa., U. S. A.

21 Murray Street, New York — 544 Van Ness Avenue, San Francisco

"The Outward Sign of Inward Good"

CANADA CEMENT COMPANY LIMITED. PORTLAND CANADA CEMENT MONTREAL.

YOU ARE INVITED

to the Cement Show, to be held in Toronto, at the St. Lawrence Arena, March 6-11.

Our exhibit will, in itself, be sufficiently interesting to warrant a visit to the show—and it is hoped that the efforts which we and the other exhibitors are putting forth will be rewarded by the attendance of every builder and contractor who can possibly arrange to be in Toronto at that time.

Canada Cement Co., Ltd.

Mills at: Calgary, Alta.; Port Colborne, Ont.; Belleville, Ont.; Lakefield, Ont.; Hull, Que.; Marlbank, Ont.; Montreal, Que.

HEAD OFFICE: Banque Nationale Bldg., Montreal

This Mark stamped into the Blanks we make protects the user.



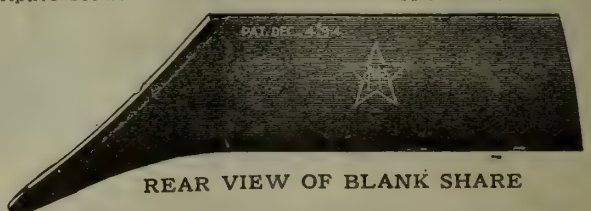
STAR LANDSIDE POINT



STAR PLOW POINTS

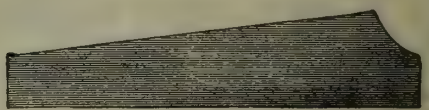


ALL WELL-EQUIPPED CANADIAN BLACKSMITH SUPPLY HOUSES at every Wholesale Centre carry them. Write to YOURS for prices, or write to us for descriptive booklet and name of your nearest supply house.



REAR VIEW OF BLANK SHARE

STAR LANDSIDE PLATE



STAR MFG. CO., Carpentersville, Ill., U.S.A.

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.

The Owen Sound Wire Fence Co., Limited

Owen Sound, Ontario

WESTERN AGENTS

Brandon Safe-lock Fence Co., Brandon, Man.

A GREAT FAVORITE

with the boys and a line that sells at sight is the

TRI-KAR

A real "3 in 1" car, combining hand-car, express wagon and coaster.

Sells at a popular price and is well made of good materials and attractively finished.

Better send along your order to-day for a supply of these rapid sellers.

Write for details.



The Gendron Manufacturing Co., Ltd.

TORONTO, CAN.

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

Practical, Strong and Very Durable

The most practical ladder ever made for the mechanic is undoubtedly the

"MECHANIC" STEP LADDER

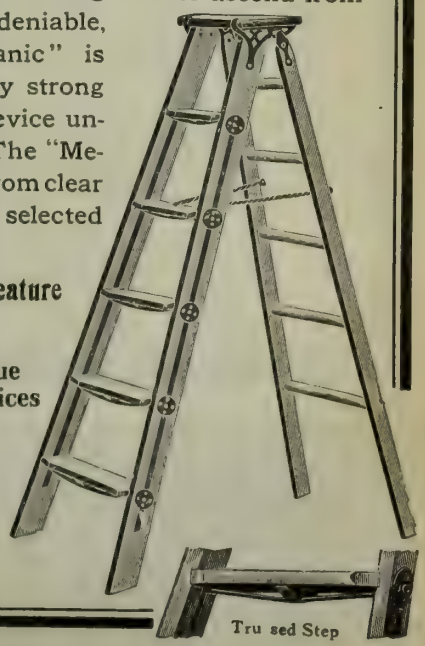
The convenience of being able to ascend from both sides is undeniable, and the "Mechanic" is rendered specially strong by the trussed device under each step. The "Mechanic" is made from clear yellow pine of selected quality.

A Line You Should Feature this Spring

Write for Catalogue "B," Details and Prices

THE STRATFORD MANUFACTURING CO., Limited

Stratford, Can.



Tru sed Step

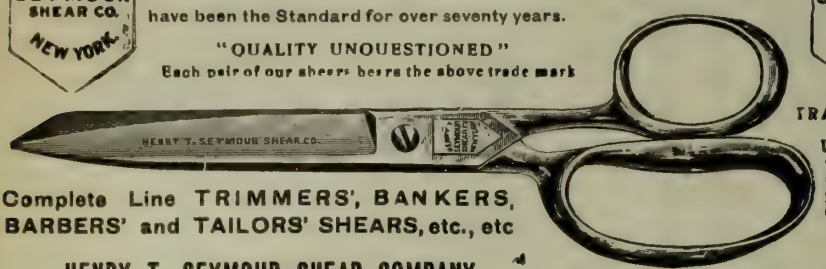
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



HENRY T. SEYMOUR SHEAR CO. NEW YORK.

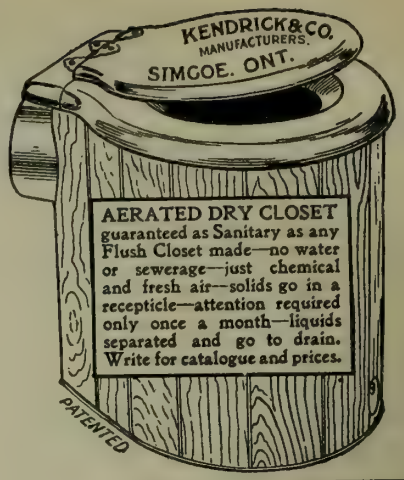
TRADE MARK

Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIESUSCH & HILGER, LIMITED, NEW YORK, Agents



NOVA SCOTIA STEEL & COAL CO., Limited,

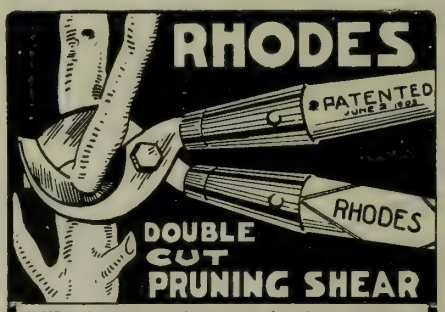
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



DOUBLE CUT PRUNING SHEAR

THE only pruner made that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes. We pay Express charges on all orders. Write for Circular and Prices.

RHODES MF'G CO. Division St., Grand Rapids, Mich.

When writing advertisers kindly mention having seen the advertisement in this paper.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH SPRING WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

NOTICE

VOL-PEEK Granite Cement

Is now put up in 15c. packets, these are again put up in Show Stands printed in two colours, with advertising matter, and cut of man mending a pan.

This stand makes a very catchy and showy display.

These stands contain 30 15c. boxes.

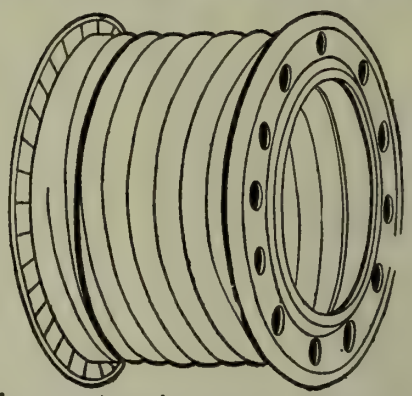
Cement will sell very fast in this new size.

Each stand costs you $2.50 prepaid with advertising matter, retails for $4.50; this gives you 80% profit on each sale. Send in your order for one or more stands and we will date your invoice at 30 days.

H. Nagle & Co.

MONTREAL, QUE.

O.K. THIMBLES



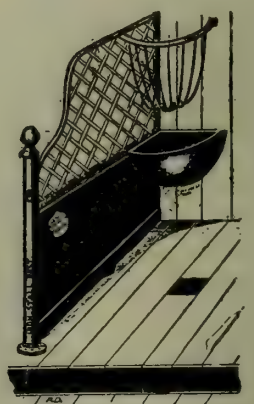
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD. PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,

Limited

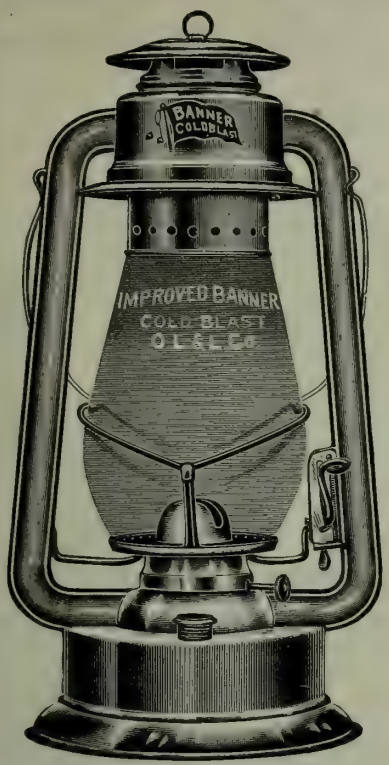
London, Ontario

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

SHEETS TUBES COPPER & BRASS AND RODS

SPECIAL SIZES CUT TO ORDER FROM LARGE STOCK—PROMPT SHIPMENT

115-121 SUMACH STREET - - - TORONTO, CANADA



COMPLETE, WITH WICK

The "BANNER" COLD BLAST Lantern

is

MORE THAN HALF SOLD BEFORE YOU BUY IT.

Burns 15 hours longer than any other.
Patent Automatic Lift Lock.
Double Seamed Oil Well.
Solid Brass Burner.

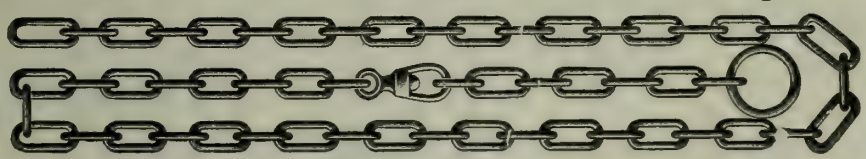
AND IS EXTENSIVELY ADVERTISED
TO THE CONSUMER.

For sale by all Jobbers

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office:
BUFFALO, N.Y.

McKinnon Chain Co.

Factory:
ST. CATHARINES, ONT.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

These Planes are now made in our CANADIAN WORKS
SEND FOR CATALOGUE

Stanley Tools

These Block Planes are the highest type of Block Planes manufactured. The Cutters are made of the best English steel, tempered and ground by an improved process and honed ready for use.

Nos. 9½ and 18 have an adjustable throat opening. The Cutters are adjustable both endwise and sidewise.

No. 60 is a Low Angle Block Plane with adjustable Cutter and throat opening. Especially adapted for working across the grain.

No. 131 has reversible adjustment so that the tool can be used as an ordinary Block Plane, or as a Bull Nose.

No. 140 has a detachable side whereby the tool may be changed from a Block to a Rabbet Plane, or vice versa. The Cutter is set on a skew.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

GOOD PROFITS IN GOODHUE'S

LEATHER BELTING

Why let local belting trade go direct to manufacturers? A small assortment of GOODHUE'S high-grade leather belting in stock sizes, aggressively pushed will win the trade for you.

WRITE FOR OUR PRICE LIST.

J. L. Goodhue & Co., LIMITED

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

The Leipzig Fair

for Sample-Depots and Collections of Samples

of Porcelain and other Ceramic Goods; Glass, Metal, Leather, Wooden, Basket, Paper, Japanese and Chinese Goods, Dolls and Toys, Musical Instruments, Soaps, Perfumery, Fancy Goods, Household Utensils of all kinds, as well as similar goods of every description, begins on

Monday, March 6th, 1911

and closes on Saturday, March 18th.

The main business, however, is confined to the first week.

Lodgings for the duration of the fair obtained through the Verkehrs-Verin, Handelshof, Naschmarkt, Laden. 27/28.

Leipzig, 14 January, 1911.

The Leipzig City Council.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

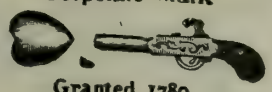
SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



PRESSED STEEL HINGES
OF ALL DESCRIPTIONS.

TEES, BUTTS,
X GARNETTS
&c. &c.

HINGES

WRITE FOR LISTS & DISCOUNTS TO THE
LONDON PRESSED HINGE Co.
MILLWALL DOCKS,
LONDON, ENGLAND.

ANYONE CAN USE
THE "SPECIAL" SAW SET



MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

FULLY WARRANTED
THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS
SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

HARDWARE IS "STRONG" WARE
and so is

New Brunswick "KRAFT"

WRAPPING PAPER

ASK YOUR WHOLESALER
The NEW BRUNSWICK PULP & PAPER CO., Ltd.

Sales Office and Warehouse } *124 Richmond Street West TORONTO Main 109*

RIVETS

IRON—COPPER—BRASS
Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery
Get our quotations before buying
IT WILL PAY YOU
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.
PATRONIZE THE INDEPENDENTS

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

THE GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 Appley Bridge, Wigan, Lancs. England

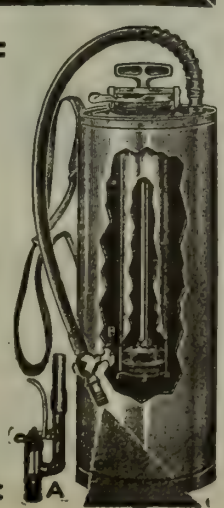
The Improved Automatic Compressed-Air Sprayer

Best Hand Sprayer on the market at the price Will run continuously for 6 to 10 minutes. Invaluable for Greenhouses; handiest machine for spraying Potatoes, Small Fruits, Cattle, Poultry; for Whitewashing Outhouses, etc.

Valuable improvements made for 1911.

Special terms and datings

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT.



Kitchen Wire Goods

are a fast selling ana profitable line for the hardwareman.

THE PARKER WIRE GOODS CO., *Worcester, Mass., makes everything in wire hardware. Write for prices.*

DINGMAN & McCOMBE
Montreal Canadian Representatives

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Agents
Wanted

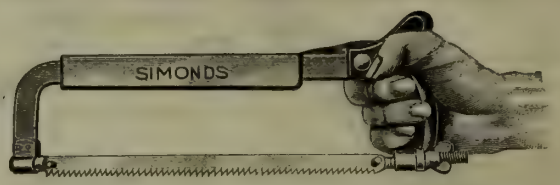
There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England



Simonds Straight Cut Hack Saw Frame

This frame is so entirely different from and so superior to all other Hack Saw Frames that if you sell it you will have something exclusive. It is a great favorite with Machinists wherever introduced. Dealers handling Simonds Hack Saw Blades have the privilege of ordering the Straight Cut Frame for stock. Simonds Hack Saw Blades can be obtained on very short notice from any of our offices. We want to quote you on the quantity you sell in a year.

Simonds Canada Saw Co. LIMITED

Montreal, Que. St. John, N.B. Vancouver, B.C.

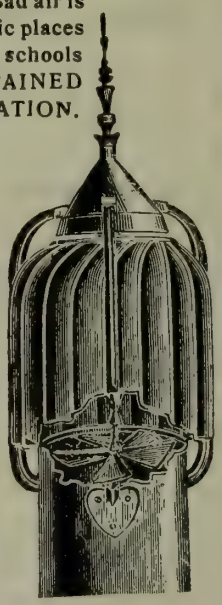
That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



MONTREAL, JAN. 21ST, 1909

J. W. HARRIS MFG. CO., LTD.,
Montreal.

GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,
EDWARD MAY,
434 Bloor Ave.

Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filter, etc.

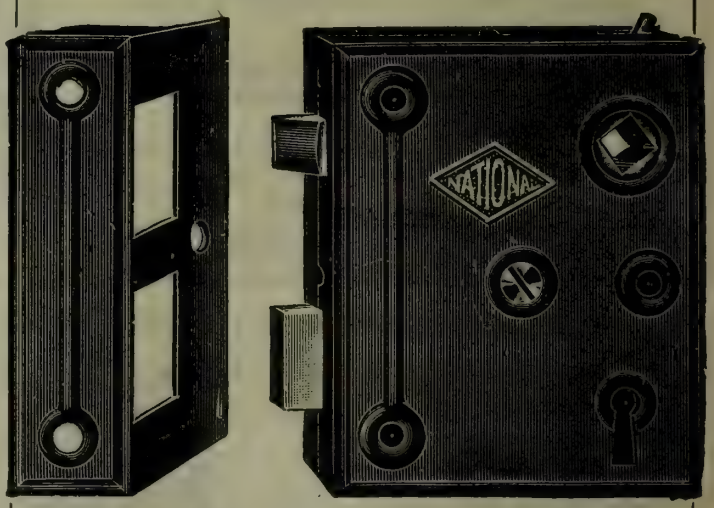
The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

For Strength, Safety, Durability and Finish

NO LOCK IS BETTER THAN THE



NATIONAL STEEL RIM LOCK

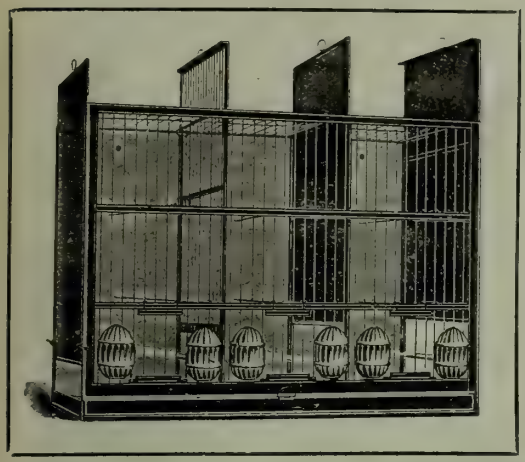
Its locking mechanism is very simple, being entirely pivoted on a central pin, and it cannot get out of order.

ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

The Breeding Season Has Now Commenced



Tibb's Breeding and Flight Cage

During the coming months Breeding and Songster Cages will be frequently asked for.

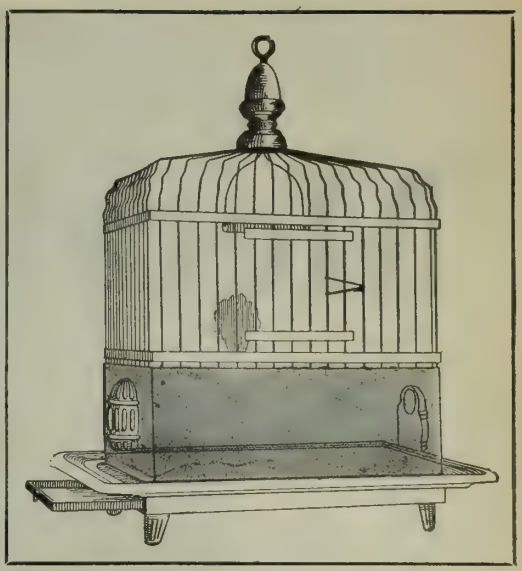
Do not risk the loss of your business prestige by being unable to meet a sudden demand, on account of having an incomplete stock.

Canadian manufacturers of Breeding Cages, Brass and Japanned Cages, Wheel Cages, Travelling Cages, Trap Cages, Cages for Robins, Mocking Birds, Larks, Paroquets, Squirrels, White Mice and Rats, Parrots.

Write for Cage Catalogue.

E. T. Wright & Co.
(H. G. Wright)
Hamilton, - Canada

Winnipeg Distributing Agents—Merrick-Anderson Co., Winnipeg, Man.
Toronto Agent—F B. Wilson, 33 Maitland St., Toronto, Ont.
Vancouver Distributing Agents—Macpherson & Teetzel, Vancouver, B.C.
Winnipeg Agents—W. Reynolds & Co., Winnipeg, Man.



No. 1274, Japanned Drawer and Guard Cage.

Look Out for our Representatives!

They will be in Peterborough during Convention week and would like the chance of a chat with every hardwareman who is present.

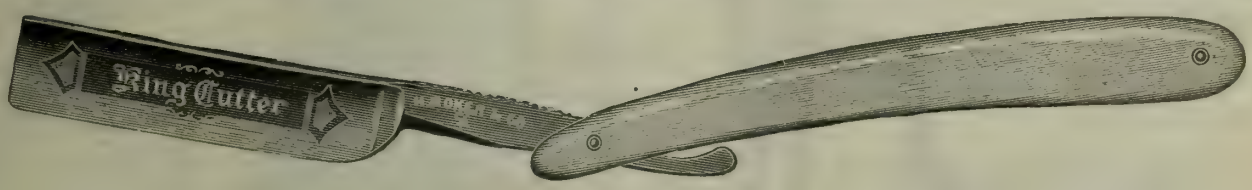


Be sure and get in touch with us. Our saw proposition is a very profitable one to handle!

Shurly-Dietrich Co., Limited

GALT - ONT.

H. Boker & Co.'s 'Tree' Brand Cutlery



Tree Brand are the Quality Kind—the kind that keep your men customers on the satisfied list. They take a keen edge and they keep a keen edge—an edge that gives a clean, close, satisfying shave. Please a man with a razor, and you've landed him for good—he'll call again and often, and will know from experience with Tree Brand Razors that he can't do better than buy Tree Brand Pocket Cutlery, Shears, Scissors, etc. Isn't that sane argument? You know "A pleased customer is your best customer." Tree Brand Cutlery will withstand every test to which it can be rightly put. Designed right, made right, finished right—there's no better Cutlery sold under the sun.

For sale by all Leading Wholesale Hardware Houses

ESTABLISHED 1855

Metals, Iron and oteel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

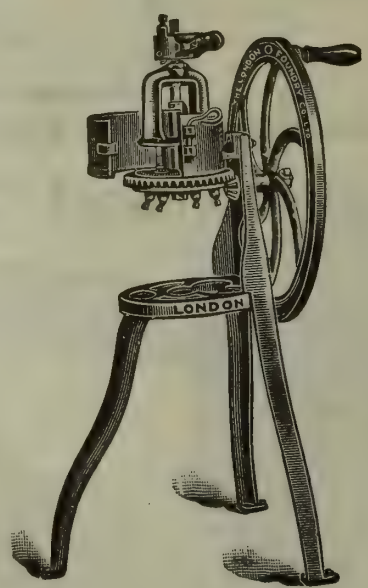
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

GET A HUSTLE ON



and look up the owners of the cafes, lunch counters and boarding houses which are continually opening up in your district.

Our Restaurant Urns

are practical, handsome and durable goods that will stand any test or meet any requirement.

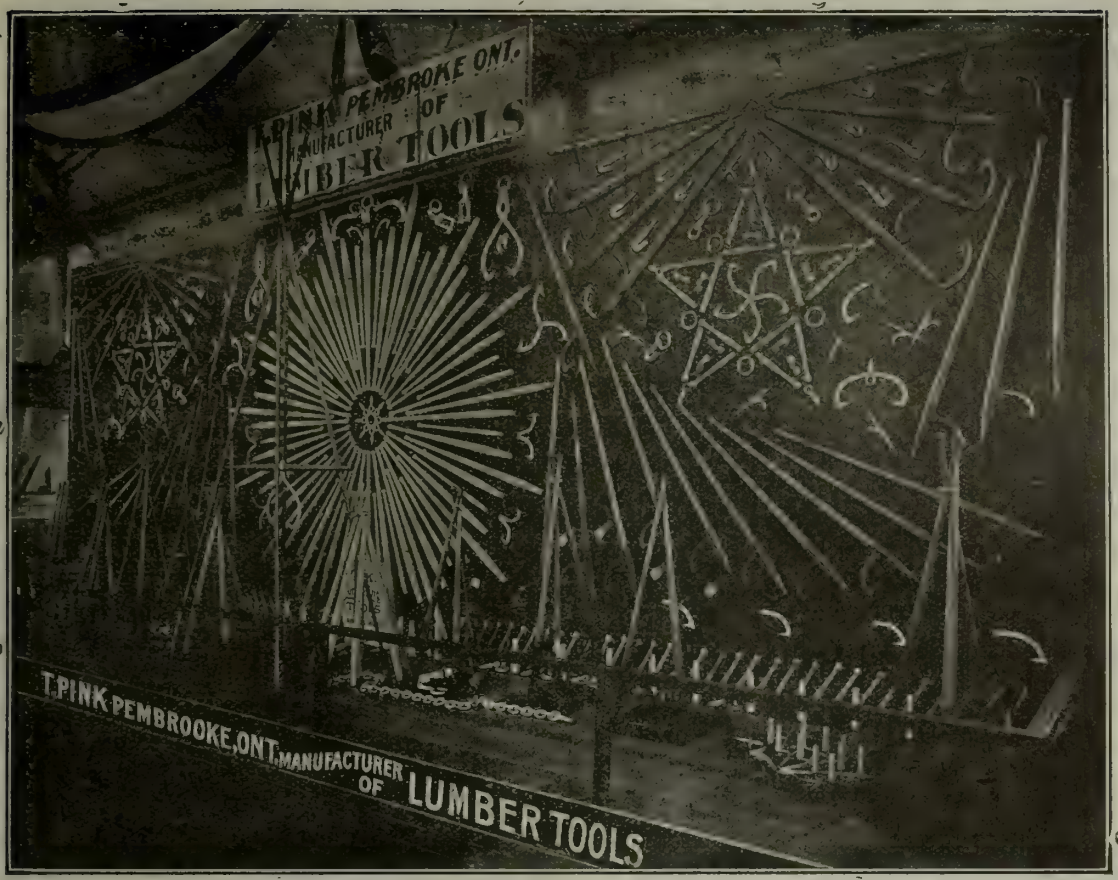
There's money, too, in handling them.

Write for Illustrated Catalog.

The BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 28 Toronto Street, Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

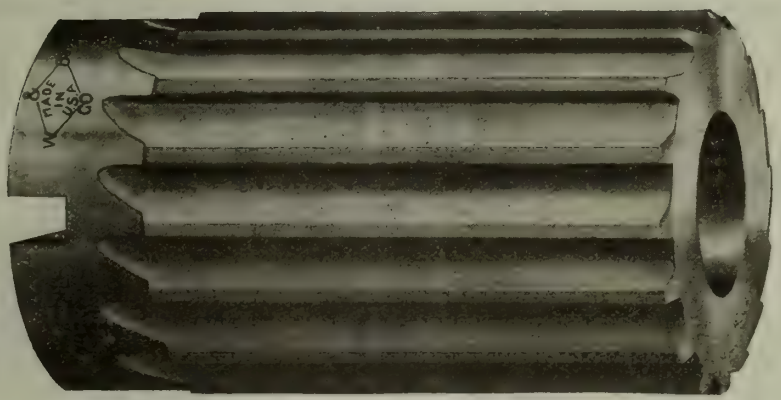
Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Trade Mark Stands for Quality and Accuracy



This Trade Mark Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture, and is subjected to the most rigid tests and inspections.

We carry the largest and most complete stock of Twist Drills and Reamers in Canada, and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

DOMINION STALL FIXTURE



Strongest, Simplest, Easiest to Attach

Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock.

Oneida Community, Ltd.
Niagara Falls - Ontario

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

It Pays to Keep Well Stocked with

GREENING'S
Galvanized Wire Netting

Feature it by display and advertising for such uses as Poultry Runs, Chicken Coops, Lawn Tennis Nets, etc.

We supply this line in $\frac{1}{2}$ in., $\frac{3}{4}$ in., 1 in., $1\frac{1}{2}$ in. and 2 in. mesh. The $\frac{1}{2}$ and $\frac{3}{4}$ meshes come in 24, 30, and 36 inch widths; the 1 and $1\frac{1}{2}$ in. meshes in widths from 12 to 72 inches; and 2 in. mesh in 16 and 19 gauge wire, in widths from 12 to 96 inches.

This line has all the sterling quality and careful finish that have made Greening Goods the Standard Canadian Lines. Your Jobber can supply. If not, write us for quotations on your requirements.



The B. Greening Wire Co., Ltd.
HAMILTON MONTREAL



Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana
Food Chopper



Dana Mop Wringer
takes a woman
off her knees

THE DANA MFG. CO., CINCINNATI, O.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Make Money From Good Pumps—Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

R. McDougall Co., LIMITED

GALT, CANADA

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

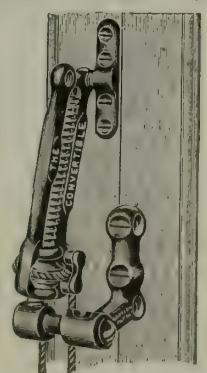
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1790 IRON
⅜ screw 4/-
½ " 6/6

1795 BRASS
⅜ screw 5/6
½ " 8/6

1797 GUN METAL
⅜ screw 6/6
½ " 10/6
each.

Manufacturers of every description of

BUILDER'S CABINET, FANCY AND NAVAL BRASS FOUNDRY

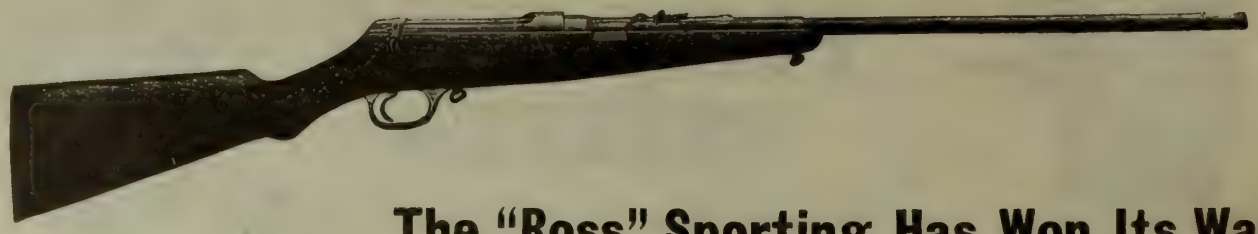
Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.



The "Ross" Sporting Has Won Its Way



Where there was one "Ross" Rifle two years ago, there are three to-day.

That means that the "Ross" Sporting Rifle is giving complete satisfaction all along the line.

With the sporting season now on, there is the usual demand for Rifles.

If you have a supply of "Ross" Sporting Rifles you can confidently recommend them. You will find, as other dealers have done, that your sales will rapidly increase.

$25.00 and upwards.

Ross Rifle Co. - Quebec

The "BARNET" Refrigerator

the one refrigerator that successfully withstands the severest of tests.

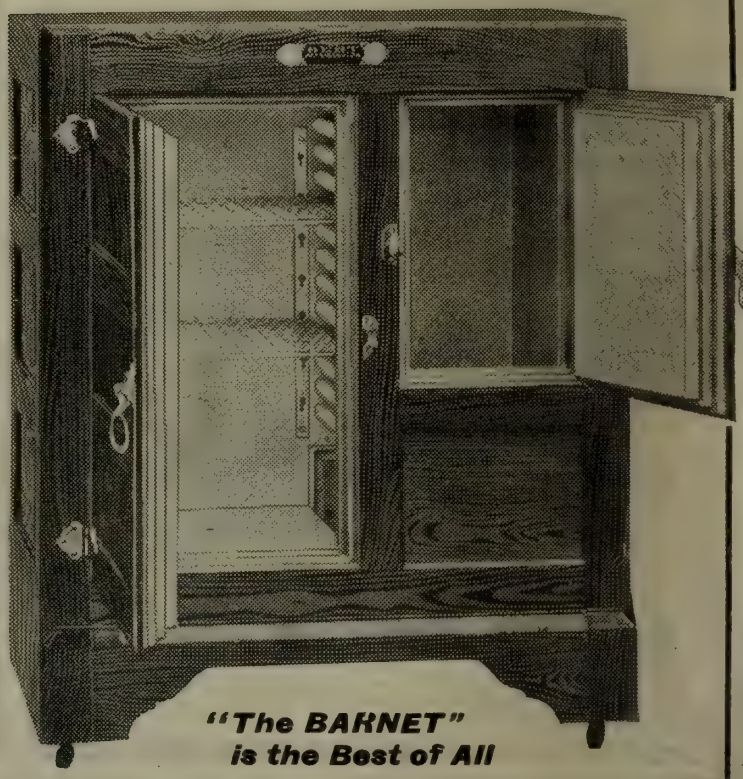
DR. BRUCE SMITH, Inspector of Hospitals, of Toronto, made this test of the **BARNET REFRIGERATOR:—** He placed a quantity of perishables, including fish, meat, onions, milk, butter, matches, and salt, in a **BARNET REFRIGERATOR,** sealed it, and left it for four whole days—96 hours. When he broke the seal and opened the refrigerator everything was in prime condition; the milk was sweet, the butter untainted; the salt and matches as dry as a bone.

The reason is, the **BARNET REFRIGERATOR** is solidly built on the syphon system, having a perfect circulation of dry, cold air. Things can't help keeping good in a **BARNET,** and ice can't help lasting long. The **BARNET** is the refrigerator you ought to sell—it gives perfect satisfaction.

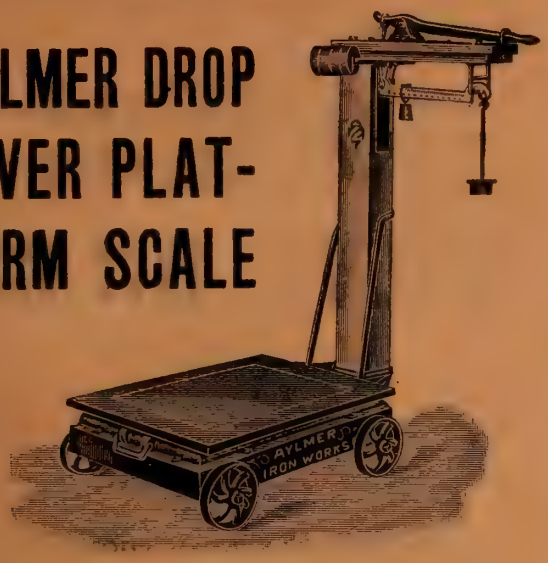
WRITE US FOR PARTICULARS AND PRICES.

The Barnet Manufacturing Company, Limited

RENFREW - - - - ONTARIO



AYLMER DROP LEVER PLAT-FORM SCALE



Made in four sizes, 1200 to 2500 lbs. capacity.

These scales are compact, strong and well finished and have Jessop's finest Tool Steel Bearings throughout. They are absolutely correct and fully guaranteed.

Write for our Special Prices to the Trade

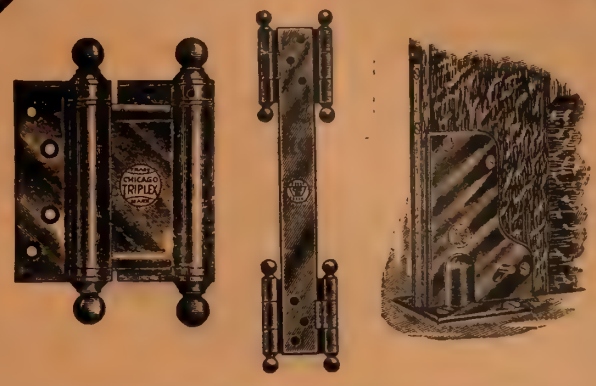
The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - - ONTARIO

Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO TRADE C S B CO MARK NEW YORK

Send for Catalogue M 26

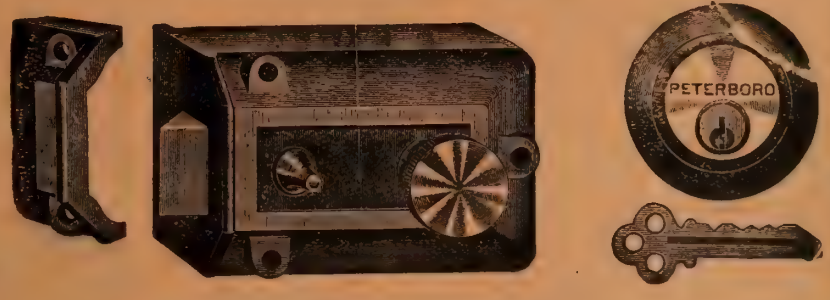
Decide now! Delay is dangerous!

You will find our lines of rim and mortise locks and of inside, front and store door sets are such as to meet every requirement of your trade.
Decide to-day to handle these splendid profitable goods.

Write for Prices To-day

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



Cylinder Night Latch, No. 103

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Est 1868 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

RADIUM

PAT. IN CANADA 1907

VALVE DISCS

"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET ZINC

If you are in the market, write us.

We can name you lowest prices.

All usual gauges carried in stock at Montreal.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

Simply a case of **BUY** and **SELL** with the

Androck Door Mat

The winter season is here, and with it extra work for the busy housekeeper, cleaning up the snow and dirt that is being tracked all over the house. Show her the Androck Mat.



It has a scraping surface in every direction. All the dirt is left outside.

Ask for our illustrated price list. There's a good profit for you.

Andrews Wire Works of Canada, Ltd.

WATFORD, ONTARIO

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XX II. PUBLICATION OFFICE: TORONTO, MARCH 4, 1911 NO. 9

E. M. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

"FLEUR DE LIS"



Galvanized Iron

The peer of any; and better than most.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

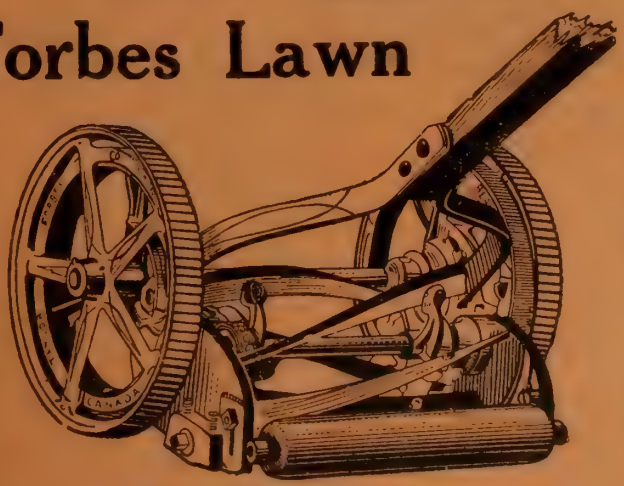
A. C. Leslie & Co., Limited
Montreal,
Managers Canadian Branch

For Wear, Work and Easy Running

NOTHING EQUALS THE

Taylor-Forbes Lawn Mowers

They excel all others in smooth, easy-running qualities and for enduring wear, tear and rough usage have no equal. All plates for cylinders and knife backs are of double thickness.



In workmanship and material they are unsurpassed. All machines are self-sharpening, and for clean, close cutting no other make can be compared with them. Ask your jobber's opinion

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

HEAD OFFICE AMD WORKS

Guelph - Ontario

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers' Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

Index to Advertisers and Buyers' Guide Pages 54-56. Want ads. page 58

What GILLETTE Protected Prices Mean to You



No doubt you have felt the pressure of the cut prices which the big catalogue houses make a practice of offering **on nearly all the lines in your store.** Possibly to this has been added the galling competition of a price-cutter in your own town.

But you never had a customer, after being shown a GILLETTE Safety Razor, truthfully say: "I like the razor, but your price is too high. Why, I can get one for $4.50 at So-and-So's, or for $4.00 from ————, of Toronto."

GILLETTE prices are protected, and always have been. No competitor in your own town, and no catalogue house in the world can undersell you. When you spend time and salesmanship convincing a man that he needs a GILLETTE you are not simply working up a demand which your price-cutting competitor will fill. You get the sale and the substantial profit *yourself.*

Moreover, by our newspaper and magazine advertising, we are continually building up a demand for the GILLETTE among the buyers of your neighborhood. When you identify your store with the GILLETTE, by advertising in your local paper, by getting your GILLETTE signs out and up, by arranging attractive window and counter displays, you are preparing for business that is sure to come to *you,* at a sure profit—not working to build up a trade whose foundation can be knocked out at the whim of any price-cutter.

Because the GILLETTE is the best razor made, and the best advertised—because GILLETTE profits are substantial and *sure*—because the trade in GILLETTE blades amounts to a tidy annuity and offers a valuable means of keeping in touch with customers—your trade in GILLETTES has a value and a permanency which does not attach to other specialties.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory: 63 St. Alexander Street, MONTREAL

Offices in NEW YORK (Times Building), CHICAGO (Stock Exchange Building, LONDON, ENGLAND, and SHANGHAI, CHINA

Factories in Montreal, Boston, Leicester, Berlin and Paris

Why Not Sell the BEST Fence?

When you sell a fence your customer holds *you* responsible for its quality—not the maker. So why not sell the fence that will satisfy your customers and bring them back for more? Read what some dealers have to say about the

Peerless Fence Saves Expense



There is no fault to find with your fence. the fencing I put up four years ago is just as good as the day I put it up, showing no sign of rust and giving good satisfaction. It is an A No. 1 Fence. The **PEERLESS** around here stands the test better than any other make that I have seen.—John Mason, Spring Brook.

I have been well pleased with all the wire I have received from you. My customers are all highly pleased with all the **PEERLESS** fencing they have received from me, and although opposition is very strong in the community, **PEERLESS** Fencing is taking the lead.—Wm. F. Mills, Wheatley.

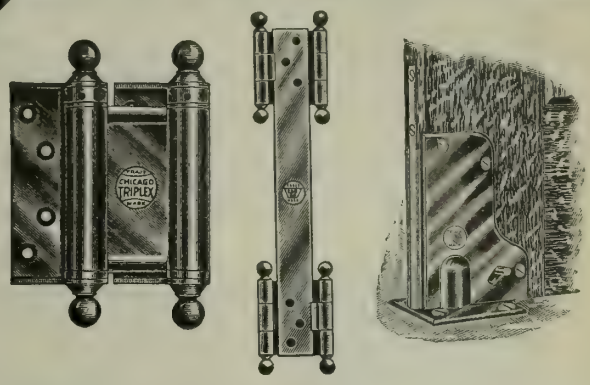
I must honestly confess I have found **PEERLESS** Fencing, once stretched, perfectly satisfactory. I have never seen any rust on it yet, nor have I received one complaint from the many different men I have sold wire to.—J. H. Craig, Metcalfe.

We manufacture farm and ornamental gates, lawn, farm and poultry fences of a quality that will build up good business for you. Write for particulars.

The Banwell-Hoxie Wire Fence Co., Ltd.

Dept. A.K. HAMILTON, ONT. WINNIPEG, MAN.

CHICAGO SPRING BUTTS



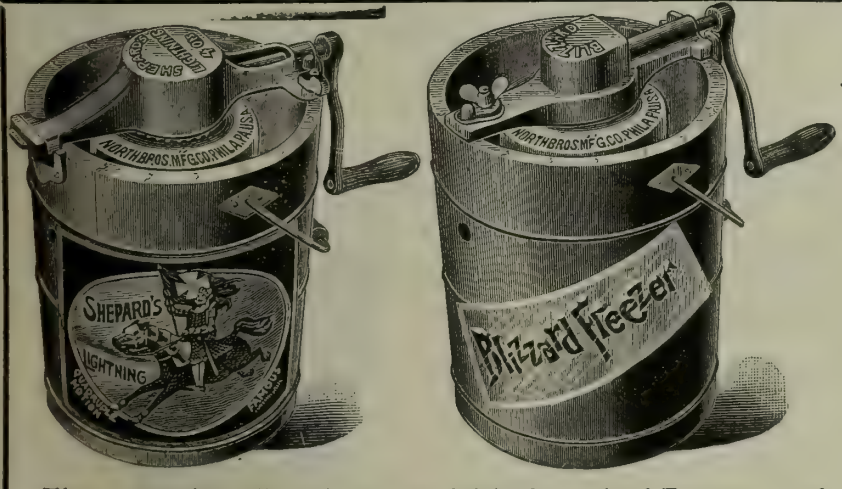
A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

Send for Catalogue M 26



A Clean Record

of 25 Years' SATISFACTORY SERVICE is the History of the

GEM, BLIZZARD and LIGHTNING FREEZERS

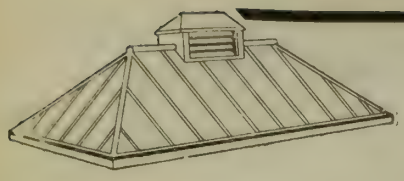
They comprise a line of long established standard Freezers, and need no annual introduction to rob you of your time and profit; but are in demand, easily sold and stay sold. They represent the very best that can be put into Freezer construction. They run easily, freeze quickly and economically and produce highly satisfactory results.



They Bring Trade and Help You Keep it
Place Your Order Now for Future Shipment
Your Jobber Handles Them

NORTH BROS. MFG. CO.

Philadelphia, Pa.



Two profitable lines for the down-to-date hardware dealer



METALLIC

Take advantage of the general evolution of building construction, of the great demand for fireproof material. Push "Metallic" Goods. Their superior quality insures permanent customers and increased profits.

CORNICES

are ARTISTIC, DURABLE and EASILY ERECTED. They are made of sheet copper or galvanized steel in designs to suit any style of building

ANOTHER LINE WHERE "METALLIC" LEADS—

SKYLIGHTS

are practically imperishable. The frames are of hollow metal, galvanized steel or sheet copper, and when glazed with wire glass are absolutely fireproof.

It's the "Metallic" Quality and Workmanship that count.
Ample reason why it pays to handle "Metallic" Goods.
Write for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

57

OUR

Dairy Pails



will soon be in demand.

Prices on application.



STRAIGHT DAIRY PAILS
Nos. 12, 14, 16. I.X. Plain and I X.X.
Retinned with Malleable Ears.

No. 14 X.X. FLARING DAIRY PAILS.
Extra heavy Roll Rim Bottoms
with Malleable Ears.

I.X.X.X.X. STRAIGHT DAIRY PAILS. Nos. 14 and 16
Roll Rim Bottom—Concaved, Anti-rust, Malleable Ears.

The SHEET METAL PRODUCTS CO. of Canada, Ltd.

SUCCESSORS TO
KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

Hurd's Axes

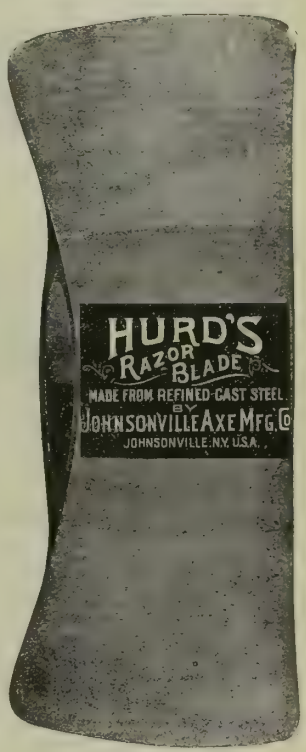
Stand for Quality



More Sold of this Brand than any other axe in Canada.

This is the Time You Place Your Orders

and you cannot do better than to order a liberal supply of "Hurds" for your future needs.



Their Reputation is so well established that selling them is an easy task.

Remember One Thing

that notwithstanding the big demand for these Axes and the enviable reputation they have made as

Axes of The Highest Quality

the price is no higher—in fact, lower than some makes of Canadian Axes, which are not of the same High Grade.

We have them in Two Finishes

Gold Bronzed finish and Hand Made Gun Metal Finish.
In all Popular Styles and Weights.

Send us a Sample Order for Immediate Shipment
If you will do this—we know we will get your Future Orders

Lewis Bros. Limited, Montreal

Sole Canadian Agents

OTTAWA TORONTO VANCOUVER

It Pays To Handle Anchors

Sell the Best

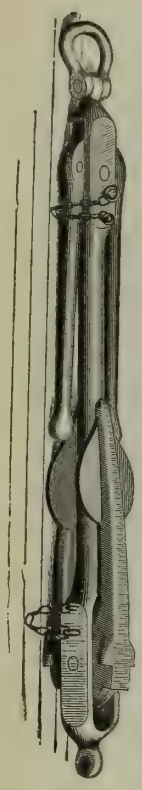
Every Sale Insures A Good Profit

Get Our Prices

LET US FILL YOUR ORDERS THIS SEASON FOR ANCHORS.

OUR STOCK CONSISTS OF THE BEST ON THE MARKET.

"DIRIGO" ANCHORS



CLOSED



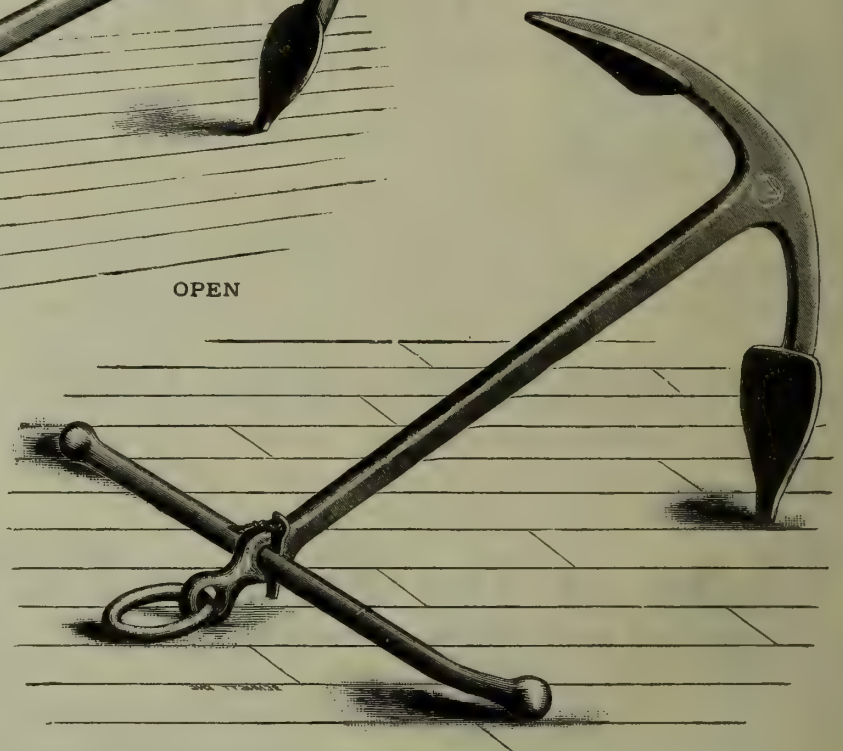
OPEN

"DIRIGO"

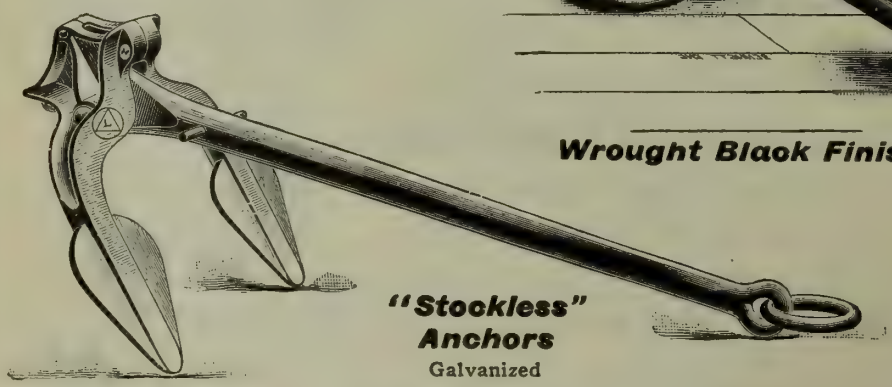
The Dirigo is the only practical folding anchor on the market. Its durability and compactness for stowage makes it a great favorite.

Best Sellers on the Market.

Size	Length	Size	Length
4 lb.	17 in.	16 lb.	28 in.
6 lb.	19 in.	20 lb.	30 in.
8 lb	22 in.	26 lb.	33 in.
10 lb.	23 in.	30 lb.	34 in.
12 lb.	25 in.	44 lb.	38 in.



Wrought Black Finish "KEDGE" Anchors



"Stockless" Anchors
Galvanized

"STOCKLESS"

Made strong and well finished.

Weight	Length
12 lb.	30 in.
18 lb.	32 in.
26 lb.	32 in.
36 lb.	35 in.
56 lb.	44 in.

We Ship Promptly. **We Stock Anchors from 4-lb. to 500-lb.** **We Ship Promptly.**

FROTHINGHAM & WORKMAN, Limited

F. & W.

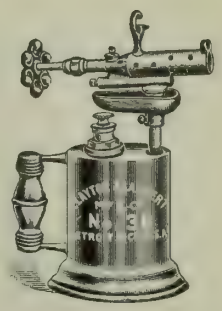
Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F. & W.

CLAYTON and LAMBERT'S TORCHES

No. 38. (Pint Size)



The No. 38 is the best pint size torch made. It is fitted with the latest improved burner, which protects the gas or vapor from the wind or cold, as the orifice through which the gas passes is shielded by the burner tube, thus making it possible to keep the flame blue, and positive in heat intensity in almost any extreme of wind or weather, and uses but little gasoline. The patent automatic air pump, with check valve, is used, insuring the desired air pressure at all times. This style of pump is used on all C. & L. torches, and has no equal. The enthusiastic endorsement everywhere accorded the torch certainly commends it to your attention. The burner has a hook and support for holding soldering coppers. Repair men like this style.

No. 32. (Quart Size)

HAS NO EQUAL WHERE INTENSE HEAT IS DESIRED.



This quart torch makes a perfect fire, whether employed indoors or out, in hard wind or extreme cold. A strong blast heat is generated by a powerful burner and the resulting blue flame is a joy to the user. Every desired adjustment is quickly made. A surprisingly small amount of gasoline is required compared with the results obtained in heat efficiency. The torch creates a good impression the minute it is handled, being strong, exceedingly well built and handsomely finished. If durability and service are what you want, the No. 32 will certainly please you.

It has the added advantage, for repair men, of a hook and support on the burner for holding soldering coppers.

No. 5. Fire Pot (Five Pints)



Height over all, 12 inches; diameter at base, 8½ inches, and at top 6 inches. Tank is made of heavy galvanized iron and holds 5 pints. Top section is large enough to easily handle a pair of 8-pound coppers and a 5-inch metal pot at the same time. The burner produces a pure blue flame, intensely hot, using but little gasoline, (less than half required by some makes). It will do any work any other make of fire pot will do, and much that cannot be done with them. By removing the top section, the base may be used as a torch or brazing fire, enabling the user to accomplish any work any torch will do.

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG

The Steel Company of Canada

LIMITED

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

PRODUCERS OF

Bar Iron, Bar Steel,
Bands, Angles, Sleigh Shoe and Tire Steel.

Wrought Pipe,
Merchant, Black and Galvanized.

Horse Shoes, Horse Nails,
Iron and Steel Wire,
Brass and Copper Wire,
Nails, Screws, Tacks, Bright Wire Goods,
Wire Fencing, Spikes, Nuts and Bolts.

HEAD OFFICE: **HAMILTON, CANADA**

BUILDING TOOLS



Everything points to tremendous activity this Spring in the building line and wide-awake dealers make it a point to be ready in advance with whatever is likely to be wanted. It is enough to say that we are equal to all requirements, with facilities for making immediate shipments. It costs no more to send your orders direct to Headquarters. We have the assortments best worth your while.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

C S G Co. CRESCENT BRAND

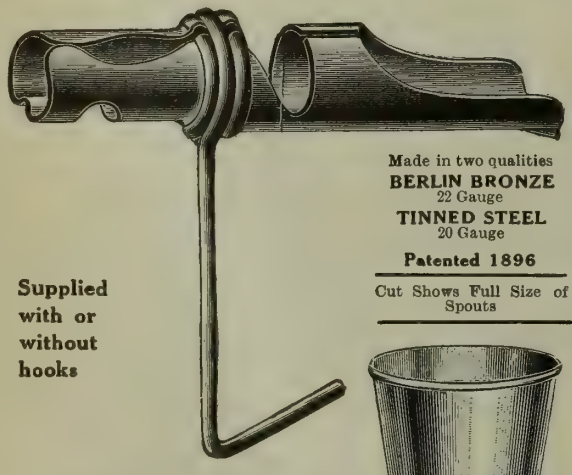
BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

"EUREKA" Steel Sap Spouts

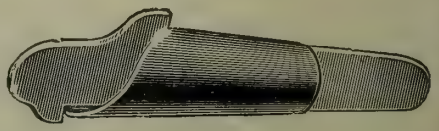


Made in two qualities
BERLIN BRONZE
22 Gauge
TINNED STEEL
20 Gauge
Patented 1896

Cut Shows Full Size of Spouts

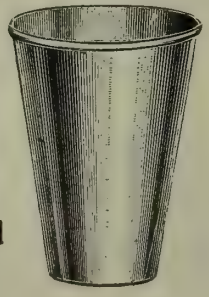
A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

"IMPERIAL"
TAPERED



Made from heavy tinned sheets, especially adapted for covered sap buckets.

Supplied with or without hooks



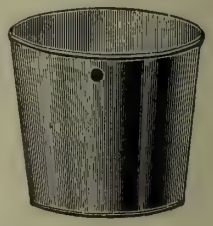
Prompt Shipment Guaranteed

Sap Pails

Long Pattern—In 5 sizes, from 4 to 12 quarts.

Western Pattern — In 2 sizes, 6 and 10 quarts.

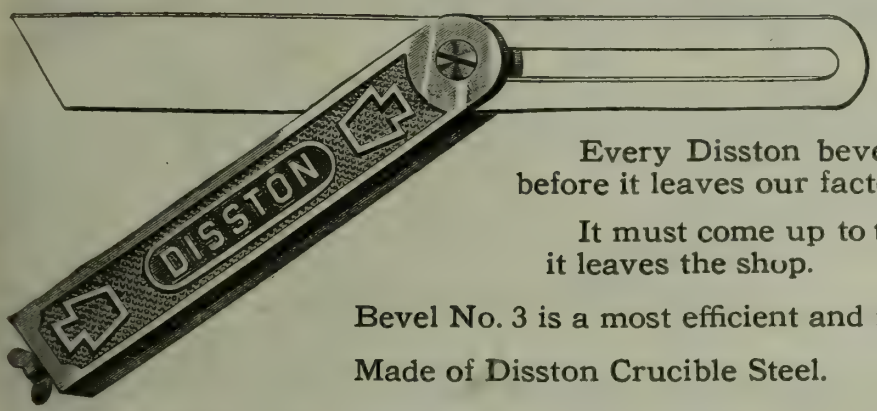
WRITE FOR PRICES



THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

DISSTON



Bevel No. 3

Every Disston bevel is thoroughly inspected before it leaves our factory.

It must come up to the Disston standard before it leaves the shop.

Bevel No. 3 is a most efficient and most easily adjusted tool.

Made of Disston Crucible Steel.

Iron stock, flush screw and parallel edges. Turn of thumb screw operates uniqu emechanism for tightening the blade.

Nicely finished, fine appearing tool.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - PHILADELPHIA, PA.

Canadian Works:—FRASER AVE., TORONTO, ONT.

Tobin Simplex Guns

Recommend the Tobin Gun to your customers. We back it up with a guarantee which says that every Tobin Gun must be satisfactory in every respect, or the purchase money is refunded.

The Tobin Gun is manufactured in Canada, and consequently sells for a lower price than imported guns of an inferior quality. The dealer who is ready to answer inquiries concerning the Tobin gun and supply them to his trade, will reap the benefit of our advertising. Tobin Guns possess new and exclusive features in the hammerless type. They are simple in construction, and the ease with which they can be taken apart for examination or cleaning makes them fine sellers.

Accurate shooting—superior materials—finished workmanship—these are points on which the Tobin Gun sells.

We want a representative dealer to handle our guns in every town.

The Tobin Arms Mfg. Co. Limited Woodstock, Ont.

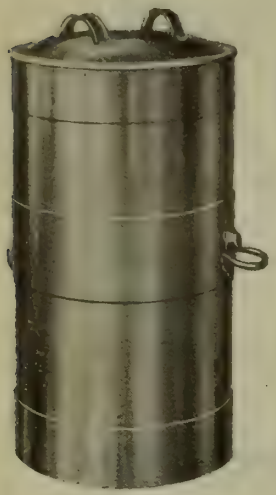
Send for our Catalogue and other details



MADE IN CANADA

Every "Tobin Gun" is built to sell Another

Made-up Cans or Trimmings



Milk Cans

We can supply made-up:

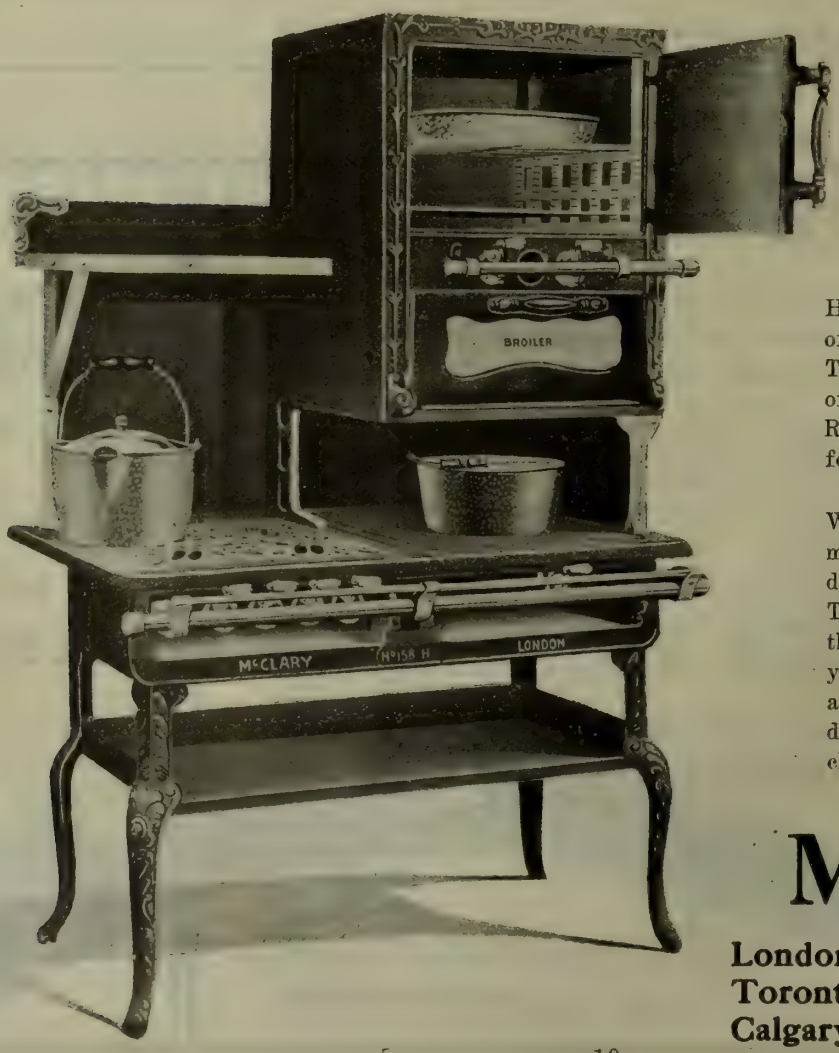
Milk Cans
Cream Cans
Creamery Cans
Railroad or Delivery Cans
"Samson" Hand Delivery Cans

and moreover we can supply any trimmings required for these cans. We carry a heavy stock of tinned sheets all sizes and gauges.



Style F, with Steel Handles

Have you received a copy of our "Samson" Milk Can Booklet just issued?



McClary Gas Ranges

Here we show an illustration of style 1584 Gas Range.
This just gives you an inkling of the improvements in the Gas Range line that we have in store for you this season.

We have spared no expense to make our line the best and most desired on the market.
The attractive appearance of the McClary line of Ranges this year, aside from such features as simplicity of operation and durability of construction, will clinch a sale.

McClary's

London Montreal Winnipeg
Toronto Hamilton St. John
Calgary Vancouver Saskatoon

The Canada Glue Co., Limited

OF

Brantford, Toronto, Montreal and Vancouver

The Largest Makers of

Glue and Gelatine

under the British Flag

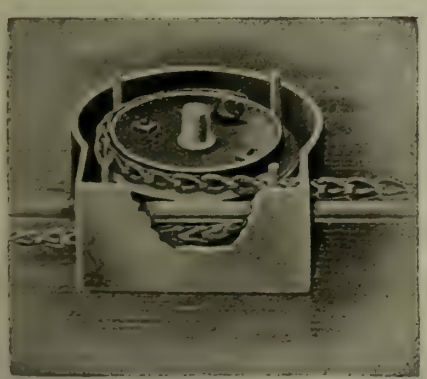
Can Supply any Quality in any Quantity.

SILENT AND SAFE

The NOISELESS Gearless

Simplest, Lightest and **Easiest Running** Dolley type Washing Machine yet produced. It's had the **"Third Degree"** for several years and carries the **Healthy Sign of Steadily Increasing Sales.**

No useless "Fixings" about it. **Just a simple Mechanical principle worked out to perfection.** A glance at its **patented** mechanism **shows its strength** and **simplicity.** Notice the **absence** of **cogs, springs and finger catchers.**

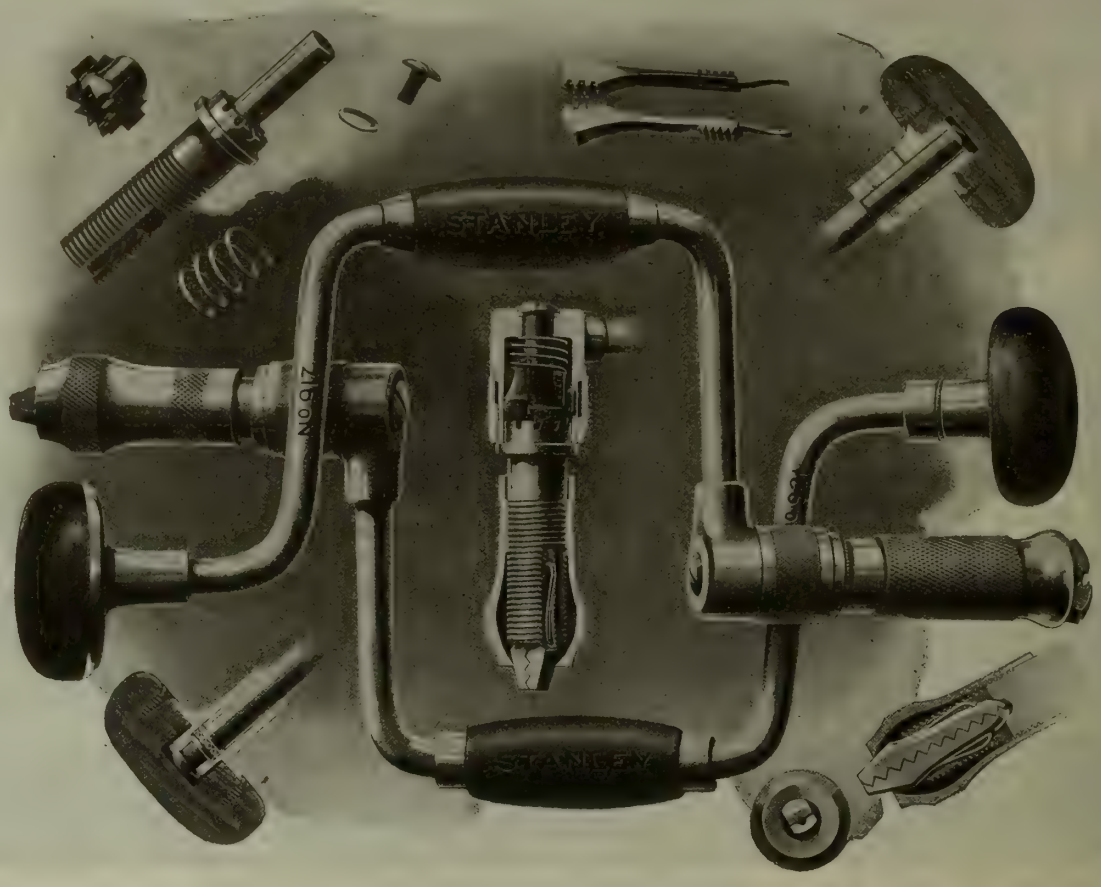


The tub has all the **exclusive features** peculiar to our products. The visible and invisible parts are equally well made and **every machine is built to sell another.**

Eastern Agents:
W. L. Haldimand & Son
Montreal
Western Agent:
Harry F. Moulden,
Winnipeg



CUMMER-DOWSWELL, Limited, Makers, **Hamilton, Ont.**



Stanley Tools

In the STANLEY CONCEALED RATCHET BIT BRACE are embodied improvements and refinements in mechanical construction not previously contained in any Bit Brace.

The novel features of design, together with the highest quality of workmanship and material, place this tool in a class by itself as to strength, durability and convenience of operation.

NOTE PARTICULARLY—The Cam Ring which governs the Ratchet is in line with the Bit—a great advantage in working.

The Ratchet mechanism is completely *protected*, so that it is always free from dirt, grit and moisture, and retains oil for a long time.

In the Clutch mechanism, *five teeth* are in engagement when working as a Ratchet, as against *one tooth* in other forms of Ratchet Braces.

They are highly nickeled and have Cocobolo Ball-bearing heads and Cocobolo handles.

These Braces, together with many other varieties of Ratchet and Sleeve Braces, are now being made at our CANADIAN WORKS.

Send for Catalogue containing complete description.

ADDRESS ALL COMMUNICATIONS TO

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



To the Trade:—

Agreeable to our custom of the past few years, and not wishing to disappoint our customers who are generally looking for something special from us at this season of the year, we have concluded to make this offer compare in point of liberality with any we have made in the past, and we have every confidence it will appeal to our customers.

To gain the co-operation of the trade in displaying our goods and advertising them from time to time, we originated the idea several years ago of giving our customers a free sweeper as payment for displaying and advertising Bissell sweepers during a given period. This offer has resulted in largely increasing dealers' sales and has been genuinely appreciated by the trade of the country.

OUR SPECIAL OFFER—

With an order calling for one dozen or more high-grade Bissell sweepers, goods to be shipped between March 5th and May 10th, we will include free one only nickel-trimmed BALL BEARING "Ideal" sweeper, as payment for displaying and advertising our goods during the spring housecleaning season. The "Ideal" is one of the choice sweepers of our line, finished in fine figured veneers, hand polished, and all the metal parts nickel-trimmed. Please bear in mind that this offer means but **one only** sweeper free during the period of this offer, no matter how many dozen a dealer may order, and that you cannot secure the benefits of this offer through us and through one or more jobbers as well.

Our BALL BEARING line of sweepers are in demand everywhere, and don't forget they sell easiest, give the best satisfaction and pay you the best profit. Please remember that we fix the retail price on the Ball Bearing machine 25 cents per sweeper higher than on the old style "Cyco." Our Advertising Department is at your service to help make your sweeper sales for the year 1911 larger than ever before. Write us for display cards, circulars, price cards, electrotypes, display racks, etc.

Write for copy of our Easter Offer Announcement. It gives full particulars.

Bissell Carpet Sweeper Co.

Grand Rapids, Mich.

(Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World)

BRANCHES—

NEW YORK (Eastern Office, Salesroom and Export Dept.) 25 Warren Street
NIAGARA FALLS, Canada (Factory) LONDON, England PARIS, France



VICTOR TRAPS

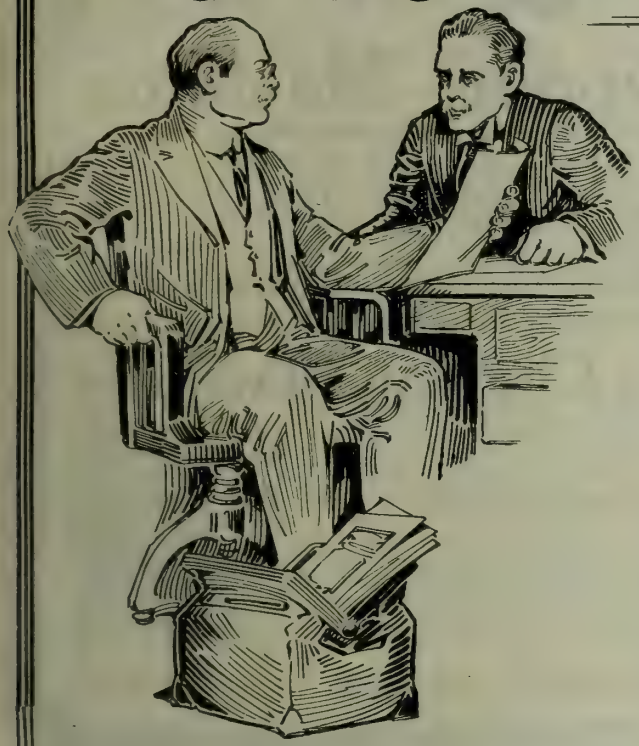
BEWARE of unknown traps. An unreliable trap jeopardizes your trade, for a trap is valueless if not a perfect machine. Victor Traps will not lose fur—they are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper.

ONEIDA COMMUNITY, LTD., Niagara Falls, Ont.

Also makers of Newhouse, Hawley & Norton, and Oneida Jump Traps.



There is as much Profit in Selling as there is in Buying





The time you waste selling an unknown article should be added to its cost

You can cut down the overhead cost of selling refrigerators by selling the well-known

WHITE FROST REFRIGERATOR

It is known because it is well advertised, and is its own best selling argument. Here is what your customers, and people whom you want to be your customers, know about the White Frost Refrigerators :

Its Points of Superiority and Every Point is a Selling Argument



Dear Bob, Buy me a "White Frost"

White Frost Refrigerators are built of metal and are round in shape ; enameled inside and out (enamel is baked on). Consequently they are sanitary and hygienic. There are no corners or crevices for dirt and germs to lodge. The revolving mesh shelves are easily removable for cleaning, and can be replaced in a minute. A White Frost Refrigerator cannot get foul or offensive. They keep their contents cool, pure, sweet and wholesome.

White Frost Refrigerators are economical in ice consumption ; sell at a fair price, and are fully guaranteed.

The profit you make on White Frost Refrigerators is larger than it appears on the face of it. One White Frost in the home of a satisfied customer is a standing advertisement for you, and will bring more sales to your store. Your first sale is easily made, because people know about the White Frost, and its appearance makes friends.

Get in line for this season's selling. The new advertising (more extensive than before) starts soon. Get your share of its benefits in your vicinity.

Catalogues and Prices Mailed Promptly. Write.

METAL STAMPING COMPANY,

557 MECHANIC STREET
JACKSON, MICHIGAN

Distributed throughout Canada by Lewis Brothers, Limited, Montreal ; Miller-Morse Hardware Co., Winnipeg, Man. ; McLennan, McFeely & Co., Ltd., Vancouver, B.C.

Keen Buyers



of Horse Clipping Machines

BUY THE BEST MACHINES. IT'S MERELY A MATTER OF BUSINESS—NOT SENTIMENT

It really makes no difference to the hardware dealer where the machine was made. He is in business to sell ***good*** goods—goods that satisfy customers and bring more business. The merit of a machine lies in what it will do—how long it will last—and how much it costs.

ON THE STRENGTH OF ITS MERITS

Stewart Horse Clipping Machines

are being used by horse-owners and sold by dealers in every civilized country on the globe.

One concern pilfered the idea on our Stewart No. 1. Of course, it was rather a clumsy adaption, but it was visible acknowledgment of Stewart superiority. The "counterfeit" machine resembles the Stewart in appearance—but the similarity ends right there. They couldn't steal the manufacturing process, because it may be imitated, but it is ***not*** equaled. Again, the Stewart has gears made of cut steel made file hard—not mere cast steel.

We fit the Stewart No. 1 with plenty of high grade flexible shaft and equip it with the famous Stewart tension one-nut clipping knife. We guarantee it to please the user better than any other machine made, or it can be returned to us at our expense and money will be refunded.

Send for details of our plan which helps dealers sell more horse clipping machines and which includes individual advertising.

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Avenue, CHICAGO

You get what you want when you want it—

Depend on us for prompt shipments of any of the many specialties we make. For we carry stocks at both our factories that are big enough always to take care of your orders QUICK. And that ought to count with you.

ACORN GALVANIZED SHEETS

You should ask at once about the new proposition we are ready to make you on "Acorn Quality" Plain Galvanized Sheets. We can now make you a better offer on these top-notch goods than you can get on import orders of the usual kind. And you know, probably, that you can bank on the quality of "Acorn Quality." Every sheet is dead flat; soft, easy working, and so rolled and galvanized as to meet the difficult conditions of the British Government Specifications. Write us for particulars NOW—before it slips your mind.

The Metal Shingle & Siding Co., Ltd. Preston, Ontario

A Thing of Beauty is a Joy Forever

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





Maxwell's Latest is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

WIRE BALE TIES

For Baling Hay, our Wire, made, **all the time**, from the finest quality Bessemer Rods, will give the most complete satisfaction. It will be found at least 10 per cent. stronger than any other Baling Wire on the market. Better send along an order. There is real satisfaction and profit in handling this well-known line. Get our prices.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ont.

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

Other Specialties we make are

Annealed Wire specially soft and pliable.

WIRE NAILS Perfect heads and point. Full weight.

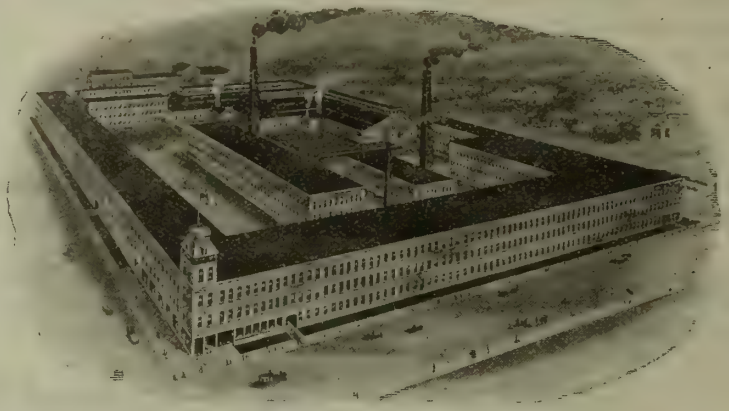
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO
and
MONTREAL

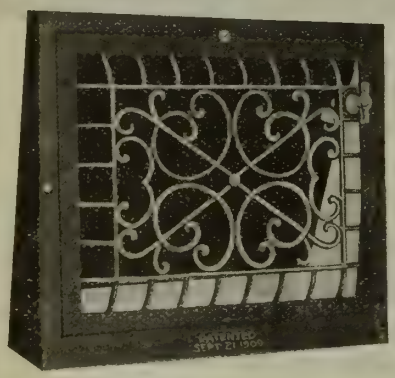


WINNIPEG
and
VANCOUVER

WHERE "JEWELS" ARE MADE

To the Western Trade:—We are now carrying a complete stock of STOVES, SCALES, FURNACES, CURRY COMBS and HARDWARE SPECIALTIES at Winnipeg and are prepared to fill all orders promptly. Correspondence addressed to us at Winnipeg will be promptly looked after. Our goods have always been popular with the Western Trade and our aim is to make them even more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE

White Mop Wringer Co.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

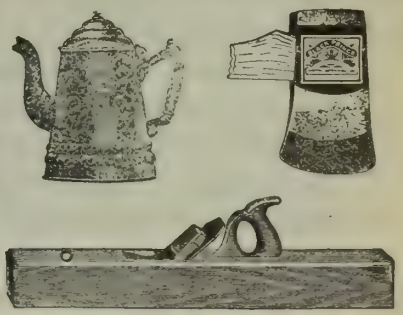
KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



USE CUTS For Your Ads.

There is nothing nearly so effective in advertising as cuts. We know it and all good advertisers know it.

Stanley Mills & Co. have thousands of small and medium size cuts for sale at a very low price, about one-third of their real value. They are cuts which have been slightly used, but for all purposes are as good as ever. No two cuts alike and therefore we have no catalogue of them.

To facilitate ordering, we have grouped them about as follows---order by number:

No. 1—MIXED HARDWARE
2—CARPENTERS' TOOLS
3—BLACKSMITHS' TOOLS
4—BUILDERS' HARDWARE
5—HAYING TOOLS
6—FARM IMPLEMENTS
7—FARM PUMPS
8—HARNESS AND PARTS
9—FARMERS' TOOLS
10—STABLE SUPPLIES
11—RIDING SADDLES
12—WASHERS AND WRINGERS
13—HOUSEHOLD HARDWARE
14—CUTLERY
15—SPORTING GOODS
16—TINWARE, GRANITEWARE
17—MUSICAL INSTRUMENTS
18—STATIONERY
19—TOYS
20—WATCHES, JEWELRY
21—MEN'S FURNISHINGS
22—DRY GOODS
23—BOOTS AND SHOES
24—SMALL NOTIONS

When no number is given we will send mixed cuts. Our terms are Cash With the Order. Hardware dealers would do well to order promptly. To have these cuts made would cost twice or three times the price we ask for them.

When we cannot supply a fairly good assortment of the group you want we will make up the balance in mixed hardware cuts.

The price is as follows:

25 Cuts for $4.00
50 Cuts for $7.50
100 Cuts for $12.50

No Cuts exchanged.

Stanley Mills & Co.

HAMILTON, ONTARIO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BRASS SIGNS AND STENCILS.

The Mayo-Brown Mfg. Co.
124 McNab St. North, Hamilton, Ontario

Brass Signs and Stencils, Steel Stamping Tools of every description. Embossed Metal Goods Checks, Corporation, Notary, and Lodge Seals, Steel Stamps of every description, Carriage, Machine and Name Plates.
Agents wanted in each locality.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors' Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



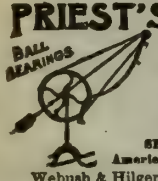
ERIE GRAY IRON CHAPLETS

All sizes, plain, coppered and tinned.
¼ inch to 2 inches.
Sold by all Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue.

Manufactured by
THE COLLINS MFG. CO, - TORONTO

IRON AND STEEL.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributingand Storing
M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

MONKEY JACKS.

Trewhella Bros.' Australian Monkey Jacks
For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable ex editious. A necessary tool for every farmer.
Trewhella Bros.
6 Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham Victoria, Aus ralia

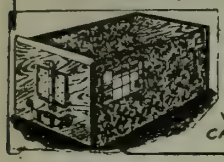
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

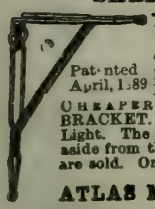
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

Pat-nted April, 1.89

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SKATING RINK SCRAPERS.



HARDWARE MEN

sell the Rink in your town an

ICE SCRAPER

saves time and half the labor.

JAMES & REID, Sole Mfrs.
Perth - - - Ont

TOOLS.



ARMSTRONG UNIVERSAL RATCHET

Two inches of motion at end of handle, in any direction, will drive the drill

Armstrong Bros. Tool Co
106 N. Francisco Ave., Chicago, U. S. A.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

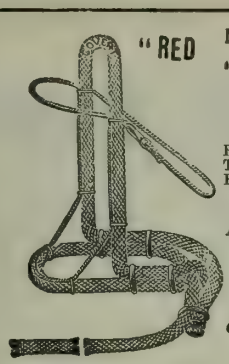
WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL



"RED No. 382 H—½ inch "RED HUMANE" HALTER

RICH, ROSY RED BODY Throat Latch, Brow Band and Trimming

A RICH YELLOW.

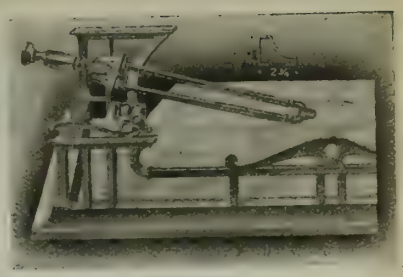
Also made in 7-16, 9-16, ⅝, ¾ and ⅞ inch rope.

Manufactured By
COVERT MFG. CO.
Troy, N. Y.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 52 Canada Life Bldg, Montreal



CHARLES LINDSAY,

Rumford Works, 33 Great Hamilton Street,
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. WRITE FOR CATALOG.

Canadian Representative---H. L. SOPER,
469 Margueretta Street, - - TORONTO

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

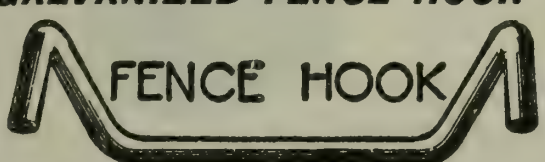
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets of Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Limited, - Co., London Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Roadway, Near Queen Street - - - TORONTO

How About Valves?

Wouldn't you like to retain all your customers by supplying goods that please? The **J.M.T. Valves** are the ones just suited for this purpose. Made of the best steam metal and highest class of workmanship throughout, giving the valves substantial and symmetrical design for strength and durability.

The present is "sorting-up" time. Try a few **J.M.T. Valves** for your best customers.

Made in three weights—STANDARD, MEDIUM J.M.T., and EXTRA HEAVY.



J.M.T. Globe Valve



J.M.T. Check Valve

MANUFACTURED BY

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto

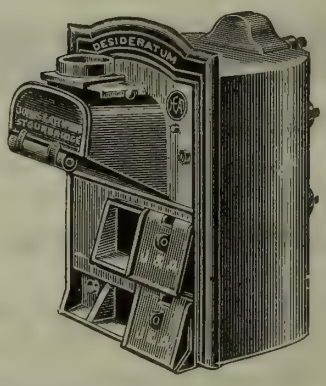
"ALL NIGHT"

BOILERS!!!

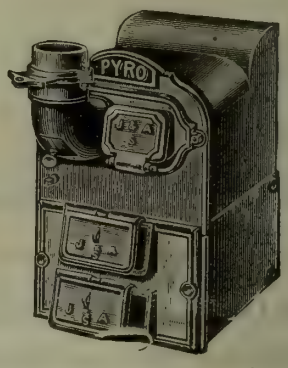
OF ANY DESCRIPTION OR SIZE



"DESIDERATUM"



"PYRO"



SUITABLE FOR HEATING GREENHOUSES, COACHHOUSES, MOTORHOUSES, FORGING PITS, ETC. OR LARGER BOILERS SUPPLIED FOR HEATING OR SUPPLYING HOT WATER TO DWELLING-HOUSES, SCHOOLS, CHURCHES, ETC. ESTIMATES PREPARED FOR COMPLETE APPARATUS.

ILLUSTRATED LIST FREE ON APPLICATION

JONES & ATTWOOD, Ltd., HEATING SPECIALISTS STOURBRIDGE, ENGLAND



Digging Asphalt from Trinidad Lake and transporting it for Genasco Roofing

Every dealer who knows the advantage of Trinidad Lake Asphalt knows the advantage of selling

Genasco

the Trinidad-Lake-Asphalt Roofing

This asphalt is Nature's everlasting waterproofer and weather-resister. It is **natural** asphalt.
The difference between natural asphalt and artifical asphalt used for ordinary roofings is: Artificial asphalts are the residue of other products with oils put in to make them pliable. But the oils are volatile and soon dry out, and the roofing cracks and leaks.
With Trinidad Lake asphalt the oils are put in and kept there by Nature, and they give Genasco the life that lasts and makes it strong to resist rain, snow, sun, wind, heat, cold, fire, alkalis, and acids.
Genasco is roofing you can depend upon. Sell it to your customers, and you can be sure they'll depend on **you.**
That means continued patronage, new trade, larger sales, and added profits.

The Kant-leak Kleet for applying Genasco increases your customer's satisfactlon. It makes seams water-tight without cement, and does away with nail-leaks.
Order Genasco of your jobber with the Kant-leak Kleet packed in the roll. Write us for samples and full information.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK REG. U.S. PAT. OFF.

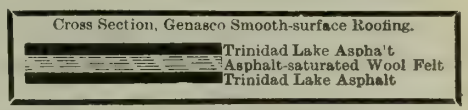
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Cross Section, Genasco Smooth-surface Roofing.



Caverhill, Learmont & Company, Montreal

D. H. Howden & Co., Limited, 200 York Street, London, Ont.

Why You Should Feature

WONDER-SHINE

We are telling your customers about **WONDER-SHINE,** the new silver cleaner.
We are making **WONDER-SHINE** popular and popular goods mean quick sales and good profits.
$10,000 is being spent in advertising this specialty.
Striking posters on the bill-boards show what **WONDER-SHINE** will do.
Carefully planned advertisements in the daily press tell all about the **WONDER-SHINE** way of cleaning silver.
How **WONDER-SHINE** cleans without rubbing, without dust, muss or hard work.



Make **WONDER-SHINE** a leader with you.

Every sale means splendid profits and a delighted, permanent customer.

WONDER-SHINE is guaranteed by the manufacturers absolutely non-injurious to silver, gold, hands or clothing. It contains no acids.

Each three dozen case contains three attractive display boxes. Place one box in the window and keep one always on the counter. Send us a trial order for three dozen to-day.

Household Convenience Co., Ltd., Toronto, Ontario

Agents for Quebec and Maritime Provinces:
Smith Hardware Co., 212 Lemoine St., Montreal

Agents for Manitoba and Saskatchewan:
Daw & Wyssman Co., 67 Merchants Bank Bldg, Winnipeg

Agents for Alberta and British Columbia: Donnel'y, Watson & Frown, Limited, Calgary, Alta.

TIN 60c. NOT YET BUT SOON IS PREDICTED



TRADE MARK

USERS OF "GENUINE" BABBITT

Are Confronted With a Serious Condition

WHY STAND FOR IT? MAGNOLIA METAL

Will sail rings around "Genuine" Babbitt at about half the cost per pound, and then save probably as much more in the reduction of frictional resistance, in longer wear, less fuel, less oil, less liability to squash or "shutdown" and less rebabbitting.

Engineers using Magnolia can spend their evenings at home and read the papers during the day.

Sounds Like Bragging, and It Is.

We have a right to brag, for we merely reflect the enthusiasm and high opinion of Engineers and great scientists and governments and others in all parts of the world, and we don't believe in hiding our light under a bushel.

Now is the time of times to test Magnolia on the bearings where you believe that only "Genuine" Babbitt will work.

It is an erroneous idea that Magnolia is a soft bearing metal. Magnolia will withstand 19% greater pressure than "Genuine," and as we have frequently pointed out, it is frictional heat that causes squashing, to which "Genuine" is very susceptible and Magnolia exceptionally immune, because possessing the lowest co-efficient of friction of any known metal with all of its co-related virtues and economies.

Please watch out for our ad., which will shortly appear, showing a remarkable test of Magnolia Metal by the United States Government, using WATER as a lubricant. It is an eye opener.

DON'T HESITATE, ORDER MAGNOLIA METAL NOW

Special Offer---Practical Engineer Pocket Book

containing 680 pages, treating on over 2000 Engineering and Mechanical subjects brought up-to-date. We offer this valuable reference work at the very low price of 40c post paid.

Address MONTREAL OFFICE.

SOLD BY LEADING DEALERS EVERYWHERE

OR BY

MAGNOLIA METAL CO.

225 St. Ambroise St. - Montreal

NEW YORK CHICAGO



RATCHET SCREW DRIVERS

You cannot afford to offer your customers anything but the best, and in keeping with this policy you need a stock of

GOODELL-PRATT RATCHET SCREW DRIVERS

They are strong, simple in construction. and, therefore, not liable to get out of order. There are only 4 moving parts.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

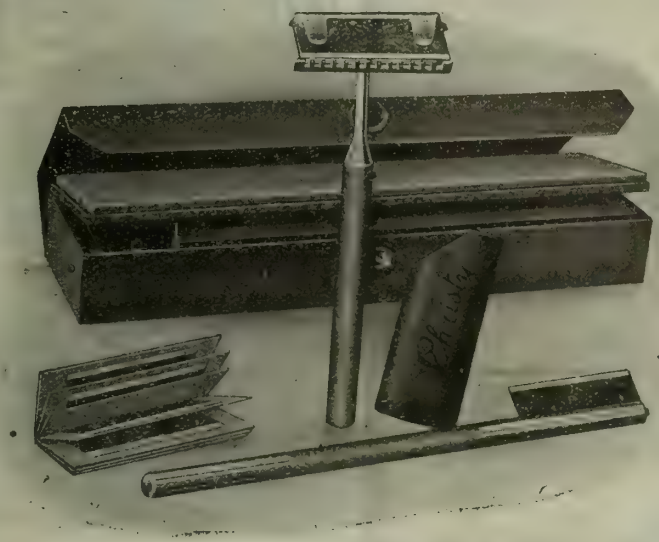
Shows a

Good Profit

For the

Hardwaremen

Write for Terms to the Sole Manufacturers

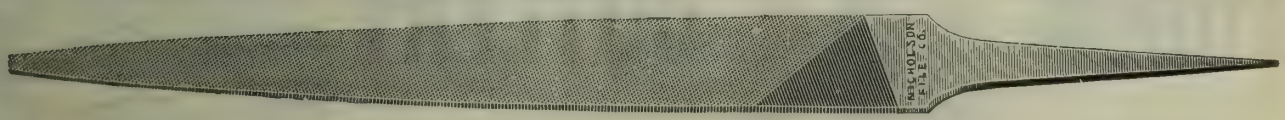


Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: $1.50

The "CHRISTY" Safety Razor Outfit.

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.



Best Files For Every Purpose

are Nicholson-Made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-Made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McLELLAN" "H & F" "J. B. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**



The Roofing that Lasts!

Your roofing sales will increase by leaps and bounds and will yield you far better profit if you are featuring

Malthite Roofing

It is absolutely guaranteed by us direct to your customers.

25% Cheaper than any other Roofing

The Dominion Roofing Co.

of Canada, Limited

31-33 Front Street East, - Toronto, Can.

The Goods That Have Made Good Because They are Well Made.



Exhibit at the Ontario Retail Hardware Association Convention

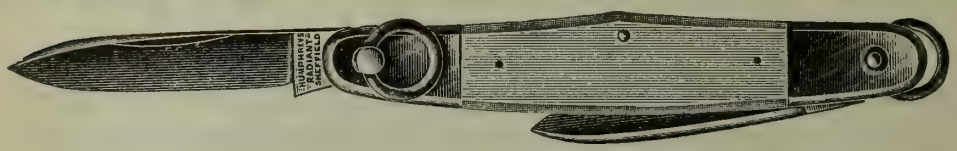
Write for latest Price List Just Issued of Hockey Sticks, Ball Bats and Handles.

Factory and Head Office, - - ST. MARYS, ONT.

Branches, Montreal and Winnipeg

HADDON CUTLERY

OPEN EASY KNIVES



The most easy-opening knife ever invented. Can be opened with the gloved hand. Made in a variety of shapes and materials.



All Haddon Brand Knives are hand made from our famous Haddon Steel. Are warranted to keep a keen cutting edge.



The **HADDON SAFETY RAZOR** is guaranteed first quality and cannot be beaten. Simple in action and easy to clean.

HADDON RAZOR



These Razors never require grinding: ground extra full-hollow, will last a lifetime. If any of these specialties are found faulty we will exchange.

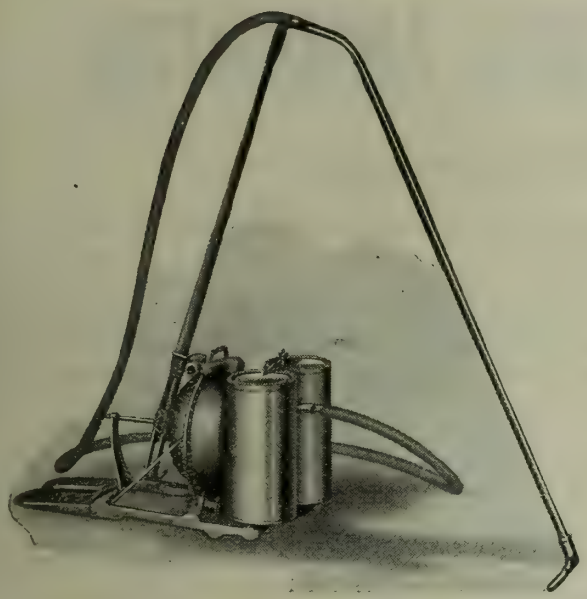
The finest Razor ever produced. Made in three sizes of blades ½", ⅝", ¾

ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS.

SOLE MAKERS, W. R. HUMPHREYS & CO., Limited, SHEFFIELD, ENGLAND.

Automatic Hand Power Vacuum Cleaner

The Machine with the "Double Tank"



"BLOWS" AS WELL AS "SUCKS"

It is utterly out of reason to attempt to measure this machine by any other hand power on earth because it is different in every essential and is infinitely superior in every particular.

MOST DURABLE, because it is built entirely of malleable iron and steel (others use tin and wood).

AIR DISPLACEMENT, the greatest; because the pump is one-third larger than any other, giving it a much more powerful suction and a strong blow (other hand machines have no blower).

EASIEST TO EMPTY, because our exclusive **double tank** device for separating the dust from the air catches 95 per cent of the dust in the bottom of the tank without screens, baffles or water. Only 5 per cent. is screened and that on the outside of one canvas-covered cylinder (others screen 100 per cent. of the dust in complicated screens, bags, etc.)

EASIEST TO PUMP, because the screening device mentioned above offers but 5 per cent. resistance to the pump (others 100 per cent.).

EASIEST TO CARRY, because it is light, compact and perfectly balanced.

EASIEST TO USE, because slip joints are used on all connections, making them instantly detachable and interchangeable.

This machine will last an ordinary lifetime.

THE AUTOMATIC "HAND POWER" CLEANER may be operated by one or two persons.

Send your orders early. Write for our free circular and discounts.

MANUFACTURED BY

Onward Manufacturing Company, - Berlin, Canada

Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada



A PLEASED CUSTOMER BRINGS

Added Trade in Every Line

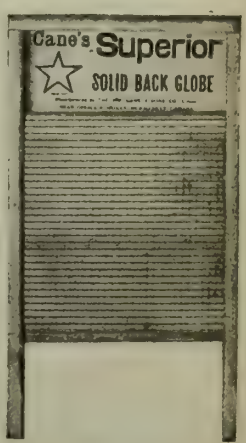
CANE'S WASHBOARDS

and Washday Woodenware

Where reputations are made or marred in neighborhood consultations, if you sell Cane's Specialties to one woman, you sell her friends and neighbors inevitably, for Cane goods make good.

Each style has its individual points of excellence.

The "Superior" Solid back Globe Washboard illustrated is one of a range, each of which is adapted to a different use or is made to sell at a different price.



Ask your Jobber for Cane's.

Information on request.

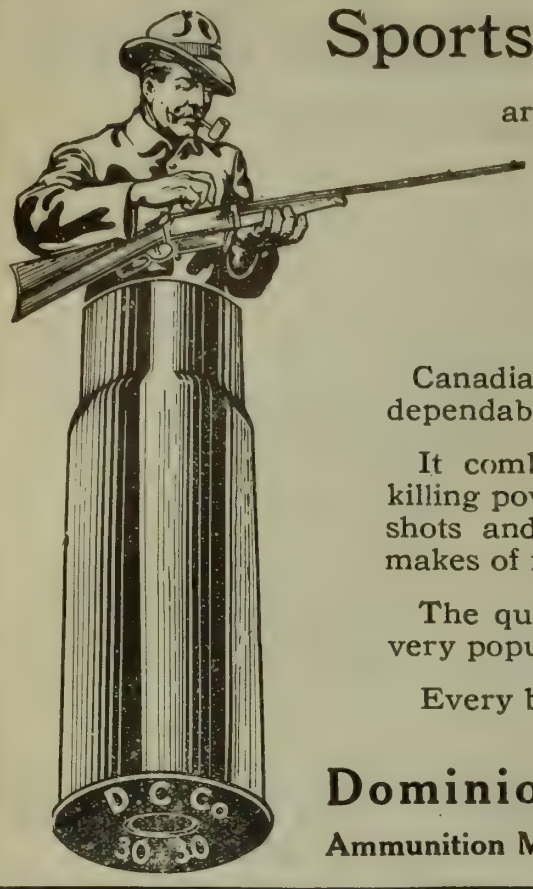
"You See"

It is impossible for the Globe boards to come apart, because they are fitted with lock corners and the face is of solid zinc and can't wear loose and tear the clothes. Globe Washboards last for years.

The William Cane & Sons Co.,

LIMITED

Newmarket, Ontario



Sportsmen Throughout Canada

are loading their rifles and shot guns with

DOMINION AMMUNITION

The Reason is

Canadian Ammunition is thoroughly reliable and dependable.

It combines hlgh velocity, flat trajectory and great killing power with clean shooting, the closest grouping of shots and proper functioning in any of the standard makes of fire arms.

The quality is unexcelled and the less duty price is very popular.

Every box is absolutely guaranteed,

Dominion Cartridge Company, Limited

Ammunition Manufacturers - MONTREAL, CANADA

MARK OF QUALITY

HRS&Co

Your own interests, as well as ours, will be served by an investigation of the prices we are quoting on—

Pig and Bar Iron, Black and Galvanized Sheets, TIN and CANADA PLATES.

HENRY ROGERS, SONS & COMPANY, Limited

SHEFFIELD and SOUTH WALES

Canadian Branch --- MONTREAL --- 6 St. Sacrament St.

Price Maintenance

Address Delivered by Wm. Maxwell, Sales Manager Iver Johnson Arms Co., at the Peterboro Hardware Convention.

I have been asked to talk about price maintenance to-day. Here is a good place to use several "Whys" for the subject of price maintenance involves a number of other subjects that are not without their perplexities.

You gentlemen are hardware merchants. You are not conducting departmental stores or variety bazaars. You have your own particular problems. Because Smith made a fortune out of a chain of racket stores or Jones has become a millionaire in the department store business there is no reason why we should blindly adopt the methods of either.

In the States there is unfortunately a tendency on the part of some hardware merchants to imitate the methods of the department stores and variety bazaars. It was this tendency that prompted us to adopt our present policy of prescribed resale prices on the Iver Johnson revolver. We did it to protect the hardware merchants who are not ready to accept departmental store methods. And strange to relate we found that former price cutters were, almost without exception, exceedingly glad to see us step in and protect them against themselves.

None of them had a very clear idea of why they had been cutting prices on the Iver Johnson revolver. Each seemed to think that someone else had started it. As a matter of fact these price cutters had not been acting with any clearly defined purpose. They had seen and marvelled at the big department stores, they had felt the sting of mail order competition, and they had jumped to the conclusion that price cutting was the key to succes in all branches of modern merchandising. But they found that there is a difference between real underpricing of standard merchandise and pretended underpricing of merchandise that is not standard. They found that methods which can be successfully applied to the sale at retail of wearing apparel, jewelery, books, varieties, and food are not appropriate to standard hardware. They discovered these facts and they are in a way to discover others.

Does Price-cutting Create Business?

Now let us use a few whys. The merchant who sells articles of personal wear or adornment has the most common quality of human nature as an aid to the accomplishment of his purpose, There is no man, woman or child who is wholly without vanity of personal appearance. There are none, except those in the most abject poverty, who limit their purchases of wearing apparel to their actual necesities. Practically every article in a draper's shop has within itself the power to create the desire of possession in one or more persons, even though no real need exists. Nine-tenths of the merchandising methods of the departmental stores are predicated on this fact, which in itself is sufficient to warn the hardware merchant that he can not blindly copy these methods.

The purveyor of food has the human stomach and palate on his side, and can safely make use of many of the methods of the department stores.

The five and ten-cent store is the rummage bag of merchandising. It appeals to a queer human instinct and its methods can not be largely introduced into any other kind of business without putting such business on the same level with the varieties bazaar. In other words, to successfully practice five and ten-cent methods, you must largely convert your busines into a five and ten-cent business.

Hardware Problem is Different.

Now the hardware merchant has a distinctly different problem from the draper or the grocer. I do not know of any universal human instinct that he can rely upon to his profit except this one: —The average man in buying the average article from a hardware stock has a grim determination to buy something that will last. In buying a suit of clothing he knows that it is only one of many he will have to buy if he lives and the selection of it isn't such a serious matter. If he picks out an inferior suit this time, he can profit by his experience next time. But it's different in a hardware store. The man who buys a saw or a hammer wants one that will last. Pernaps he doesn't ever expect to buy another. When he buys paint, he is figuring on the basis of years of wear. The same with stoves, fencing, cutlery, builders' hardware, culinary articles, fire arms, in fact, pretty much everything in a hardware store.

With this fact before us and also bearing in mind the other facts we have touched upon, how does it profit a hardware merchant to be a price cutter. First, let us consider what kind of a price cutter he is going to be; a real one or a pretender. Is he going to handle standard goods and underprice them? If so, he must rely on increased trade to offset his lessened profits on each sale.

At this point I again wish to emphasize the distinction between hardware and articles of personal wear or adornment. The majority of articles in a hardware stock are things that are not bought until they are actually needed. If I did not need a saw, I would not buy one because you were offering saws at bargain prices. If my kitchen floor didn't need to be painted, I would not paint it because you were having a cut price paint sale. If I needed a saw or a tin of paint and thought that you were selling equally good saws and paint at lower prices than your competitors, I would very probably buy the goods from you.

But the point I want to make is this: You do not create a demand for the saw and paint by your price cutting. You simply supply the demand that my needs have already created. Someone was bound to sell that saw and tin of paint because I needed them. You got the business because you undersell your competitors. Very well so far, and if you can attract sufficient patronage from your competitors to more than make up for your smaller profits, you are the temporary gainer thereby. But your competitors are not going to stand by and see you take their business away from them, if they can help it.

Competitors Can Cut, Too.

And they can help it, if you are taking their trade away by price cutting. Speaking generally, they can cut prices just as much and just as effectively as you can. There is nothing constructive about a policy that simply consists of attempting to undersell your competitors. This, I think, is particularly true of the hardware business.

The quantity of new business that you can create is negligble, and that which you take away from your competitors, it is quite possible for them to regain by the same means. There are better ways of trade building and they do not invite ruinous price cutting wars.

Cut Prices Rarely Create Buyers.

What I have just said applies particularly to the general policy of trying to underprice your competitors on every thing. It also applies in part to special sales and the use of cut price leaders. Except on hardware novelties—and a real novelty does not need any price cutting—I believe there is less power of suggestion in cut prices on hardware than perhaps any other line of merchandise. A cut price may occasionally hasten a buyer's resolution to purchase a piece of hardware that he already has in contemplation but it rarely creates a buyer who would not sooner or later have become one without that aid.

Therefore, as applied to the hardware business, I am not a great believer in the value of cut price leaders and special cut price sales. And there is still another reason for this. Assume that there are as many as three hardware stores in a town and all of them use underpriced leaders and special sales. Each store will naturally select different lines of goods for such purposes and in the course of a year the three combined will upset prices on a great many different kinds of merchandise.

Now let us turn our attention for a moment to the pretender—the man who undertakes to undersell his competitors by specializing on a cheaper class of goods. This gets us pretty close to the catalogue house question, for a great many advocate this means of meeting catalogue house competition. They say: —"Put in cheap goods and meet or beat the catalogue house prices." I believe that the gentlemen who advocate this theory fail to recognize all the subtleties and complexities of the catalogue house problem. If the local merchant cannot convince his people that a first-class article is better than the catalogue house quality, how is he going to convince them that a cheap article is as good? I wish that I could find the

words to impress on the minds of everyone that the catalogue house question is a psychological question and will baffle solution until it is so recognized.

Educate Consumer to Know Values.

In my judgment, the consumer must be educated to a better appreciation of and a finer discrimination of values. I counsel against price cutting as a business policy in the hardware trade because it means a sacrifice of profits without any assurance, or even any probability or permanent advantage over either the catalogue houses or your local competitors. If you compete on the basis of price alone you are placing your dependence in methods that are just as available to your competitors as to yourself. And if you make any considerable success of your price cutting campaign, you force your local competitors to use your own methods with resulting disaster to all of you.

But it is possible for you to build up your business in such a way that your competitors cannot tear it down even though they imitate your methods. It is possible for you to give your store, your service, and your goods, a reputation that will make people come to you as a matter of course. It is possible for you to create an appreciation of your merchandise in the minds of the consuming public, that will largely emancipate you from the competition not alone of your neighbors but of the catalogue houses as well.

Analyze Your Goods.

It has always been a mystery to me why retail merchants do not pay more attention to the preparation and use of selling analyses of their goods. Some time ago I got into a high-priced tailor shop. It had the Royal Arms of England all over the windows. It had mellow old sporting prints on the walls. The salesmen dropped their "haitches" in just the right way. There was an atmosphere about the place that made you feel that you really ought to get your clothes made there, but when they asked me eighty dollars for an ordinary business suit and I asked them why, they couldn't give me a single why—not a single reason. There were reasons, too,—pretty good reasons at that.

There is a truthful and captivating story that they could have told me about their woolen. Also they might have told me, as I afterwards learned from one of their patrons, that in their shops a different cutter designs each piece of every suit—one cuts the coat, another the waistcoat, and still another the trousers. Each is a high-priced specialist on the particular garment that he designs. Why didn't they tell me that instead of letting me walk out with the impression that they were a set of clumsy impositors.

Compare this tailoring firm's methods with those of the catalogue house which advertises a pair of $3.75 pantaloons in the following way:—

"Extra fine quality gray stripe pattern semi-peg top pants. If you want a pair of pants for Sunday and dress wear, or something very fine for everyday wear, order a pair of these. Face of fabric is woven from extra fine long fiber pure wool worsted yarns with a little cotton added to give it strength. Has a cotton back. A shade of gray that has a light bluish cast, with a neat harmonizing corded stripe of the same color, and a few silver silk decorations. Write for free sample book No. 89V if you wish to see a sample Fashionable semi-peg top style, as illustrated on page 400, having belt loops, side pockets, hip pockets and watch pocket. Tab and button on left hip pocket. Elegantly tailored. Perfect fitting effects.

Sizes, from 30 to 42 inches waist measure and 30 to 36 inches inseam. Give your waist and inseam measures. No. 45V9142, price for pants, $3.75.

That is some sales analysis, isn't it? They actually make a talking point of the fact that those trousers contain cotton, and they get away with it. The only thing they omit to state is that the leg of each trouser has a space for the corresponding leg of the wearer. That omission may be corrected in their next catalogue.

Written Examinations for Clerks.

If I were a retail dealer, I believe I should hold occasional written examinations of my clerks to make sure that they were able to effectively present the selling points of my merchandise. A human salesman ought to be more effective than a printed book, but comparing the average retail salesman with the mail order catalogs, we don't find it so, do we?

Another thing—I believe I would take advantage of the fact that most retailers neglect their opportunities to make use of the pamphlets and other printed salesmanship that manufacturers get out. I would charge myself or some employe with the responsibility to get everything in that line that could be obtained and to distribute it—not to waste it. I would make the manufacturer's printed matter work for me and I would get the reputation of being headquarters for the newest and best products of the best manufacturers.

I would also try to monopolize the local effect of the national magazine advertising that the manufacturers on my goods were doing. I would cut their advertisements out of the magazines and paste them up an a bulletin board with an appropriate announcement that my store was headquarters for the goods advertised.

I would teach the people to expect the best goods and the best service at my store and I would teach them not to expect cut prices.

I would maintain prices and I would bring all my influence to bear on the manufacturers to get them to establish resale prices on their products and prevent my competitors from cutting prices.

Price-cutting Methods Suicidal.

In my judgment there is no attractive future for the local hardware merchant in the price cutting field. I believe it is suicidal for him to emulate the example of the catalogue house, the varieties bazaar or the department store.

Gentlemen, I have not made much of an effort in these remarks to develop the subject in orderly and usual sequence of ideas. What I have done is simply to sketch a rough outline of suggestive thought. It is for each of you to fill in the lights and shadows and textures from your own knowledge of your own special conditions.

I thank you for your attention.

OUR CONVENTION NUMBER APPRECIATED.

Many congratulations have been tendered Hardware and Metal during the past week on the fine number of Feb. 25th, giving the complete report of the Peterboro Convention. Many readers expressed surprise that such a full and well illustrated report could have been issued so soon after the closing of the convention.

As a matter of fact, Hardware and Metal has a news-gathering organization throughout Canada which is really capable of giving a daily paper service. Readers may rest assured that the most up-to-date news of the trade will always be found in Hardware and Metal.

The following letter from W. H. Evans, of the Canada Paint Company, Montreal, gives an indication of how the Peterboro convention report was appreciated:

"Editor, Hardware and Metal:—

"The convention number of 'Hardware and Metal' came to hand with remarkable promptness.

"The manner in which you wrote up the Peterboro convention and issued the full report of the proceedings, with cuts, electros and pictures, ad lib., is simply marvelous.

"A good deal of energy must have been displayed by your news-gatherers. Your editors, printers and proof readers were also, evidently, not asleep!

"Many congratulations upon such an excellent number.

"Yours truly,

"The Canada Paint Co.
"per William H. Evans."

DEATH OF COL. McARTHUR.

Montreal, Mar. 2nd.—Lieut.-Col. Colin McArthur, president of Alex. McArthur & Co., Ltd., passed away on Feb. 28, after an illness of two months. The deceased was born at Longue Pointe seventy-five years ago, but lived the greater part of his life in Cote St. Paul, a suburb of Montreal. Mr. McArthur had, during his whole life deeply interested himself in military affairs, and until several years ago was colonel of the Duke of Connaught's Royal Hussars. He was also prominent in Montreal business circles, having been connected with the paper industry, especially the sheathing and tarred felt branch, and had during the past six years been president of the Alex. McArthur Company, founded by his brother, the late Alex. McArthur.

A MAGAZINE CONTEST.

Keewatin.—The Keewatin Hardware Co. is entering on a unique contest, announced in the Enterprise as follows:

Great magazine contest to take place at Keewatin Hardware Co.'s store. The Trail Magazine, of Winnipeg, has offered for competition silverware and cutlery to the value of $50.00.

Any young lady may compete for one of the two valuable prizes.

Contest will begin on Saturday morning when full particulars will be given.

Dealers Should Prepare for Spring Range Trade

There are Splendid Possibilities—General News of Stove Makers and Salesmen —Moffat Co. is Extending Plant—London Traveler Makes Many Sales at Convention—Business in February Good.

The time is not far off now when the active demand for ranges and gas stoves will begin. Towards the latter end of March and the first of April, the moving season starts, and consequently in many a household the need for a new cooking stove is felt. When moving into a new home, people realize more fully certain needs which were kept in the background in the old house. The tidy housewife likes to begin right in her new home and, if the stove which has been in use, is showing signs of wear and tear, she is anxious to get a better one. If a heater is needed, the chances are that it will be left until the fall but with a range, it is different. A range can be used right through the summer months and consequently the spring moving is often marked by the purchase of a new one.

The gas stove business is always good during April and May. Many households use a coal range for cooking during the winter but change to the gas stove when the summer months arrive. In spring, therefore, the gas stove is very much in demand.

The enterprising dealer will start to prepare for this trade without any delay. Advertising would not be amiss early in March. People do not buy stoves on the spur of the moment. They generally think it over for some time and consider the questions of make and price very carefully. Advance ads. would prove effective, therefore, in bringing the stove question to the front somewhat prior to the time of moving.

The dealer in stoves has a splendid opportunity to promote sales at this time of year. By keeping his eyes open and by means of systematic enquiries, he can find out what families in his community are going to move. The next move then would be to either send out a circular letter or make personal calls—or both. The personal call system is the more effective, if the time can be spared. By this means, the dealer gets into personal touch with the people, and learns something of their plans. If they are in the market for a stove, he is right there to talk his particular line or lines; if they are undecided, he is afforded a chance of meeting their arguments and overcoming their objections.

The sales-making campaign should be backed up by suitable displays in the store. It is not too early to arrange store windows. Most people who intend to move this spring and are likely to buy new stoves, have already formed their plans and are almost certain to be interested in a display of heating lines.

Force of Contrast.

A good spring stove window was shown by an Eastern Ontario dealer. A particularly fine range occupied the centre of the window space; over which was a large sign, "This range would look well in your new home." In the background was an old and time-worn stove, which bore in every line the imprint of long usage. A sign over this read: "Why move a stove like this when it is possible to get a new one at reasonable terms? See us about it." The contrasts was so startling and the argument so reasonable that many sales were made.

Offer a Premium.

At moving time, the prudent housewife makes a sort of inventory. She finds out just what she has "in stock" and, on coming to settle in the new house, discovers a number of urgent needs which had never asserted themselves before. Old goods are frequently discarded when moving and there are articles, damaged in transit, to be replaced. The housewife is, therefore, in need of a great variety of things following that trying ordeal.

For this reason it has been found effective to offer premiums with every stove sale. For instance an assortment of kitchen utensils could be offered. The opportunity thus presented of filling in gaps in the culinary equipment would favorably impress every woman and would prove a strong added argument in favor of investing in a new stove.

Moffat Co. Extending.

The Moffat Stove Co., West Toronto, are enlarging their plant very considerably. Additions to the foundry are in course of construction at the present time and the new machinery is being installed. The work on the new buildings was begun in the fall and it is anticipated that they will be completed very soon now.

As a result of the additions, the capacity of the plant will be increased by fully a third. The output has already shown an advance of 30 per cent. over last year, and this will doubtless be improved upon when the plant is in full running order.

Good Record So Far.

Business in stove and heating lines has been better during the past month than for February 1910. This record has been established despite a falling off during the latter part of the month, according to a Toronto stoveman. At the first of the month things went with a rush, but latterly there was somewhat of a slump. The attendance of retailers and travelers at Peterboro' probably accounts for the falling off.

Sold Many Stoves.

Quite a record was established by W. B. Screaton at Peterboro,' where he was attending the convention as one of the representatives of the McClary Co. He sold no less than 150 stoves during the four days of the convention. Mr. Screaton is inclined to minimize the importance of the feat, on the grounds that the sales were made, for the most part, to customers of his. He is a hustler in other respects, having been the winner of the suit case offered by the association to the traveler getting the most members.

Ash Sifting Stove.

An ash-sifting stove is the invention of Peter McDonald, Lynn, Mass. It is described as follows: In a stove, a grate pivotally supported at the front thereof, curved, movable supporting members engaging said grate at the rear thereof, means for normally maintaining said members against movement, said members being releasable to dump the grate, a screen disposed beneath the grate, and an arm projecting at its top through said grate, and at its bottom, into said screen, and being pivoted intermediate of its length.

U. S. BUSINESS IS GOOD.

Cleveland, O. Mar. 2.—The Iron Trade Review to-day says:—

The improvement in the iron and steel trade which began about the middle of January continued through the month of February, with the result that practically many steel companies report a larger volume of business in February than for the initial month of the year. Buying in practically all lines has become more general and consumers are showing a disposition to cover for future requirements at to-day's prices. The decision of the interstate commerce commission against the proposed advance in freight rates, while a distinct surprise, has had little effect, so far, upon general market conditions. In fact, some companies report that specifications received from the railroads since the decision was handed down have been heavier than at any time this year. Companies whose business has slackened somewhat as a result of the decision, are hopeful that the change is temporary.

THE VALUE OF EXHIBITS.

No one will gainsay that the exhibits at hardware conventions by manufacturers are a substantial source of revenue to any association. The cost of space and other expenses are high. Nevertheless manufacturers have been willing to pay the price because they look upon their exhibits at retail hardware conventions more as an investment than anything else, and because they bring them in closer touch with retailers—the ultimate distributors of their products. Again, they realize that their exhibits have an educational value. And education works wonders—in the long run. No one salesman can carry a line of samples as large, nor display them as effectively as they can be displayed at a retail hardware convention, where not only retailers by the hundreds congregate to admire, inspect and eventually order the goods displayed, but thousands of local visitors, men, women and children, will throng the place of exhibit— even if only to hunt souvenirs. But every little helps.—Hardware Review.

NEW COMPANIES.

The Eureka Damper Co. has been incorporated to carry on the manufacture of stoves, furnaces, engines boilers, etc.; head office, Montreal; capitalization, $60,000.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - - 511 Union Bank Building. Phone 3726
Vancouver, B.C. - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

PRICE MAINTENANCE.

The epidemic of price cutting, which has been affecting some branches of the hardware trade for many years past, is rapidly wearing itself out. Even the dealers who were the most enthusiastic in their praise of the "cut price" methods of increasing trade, have come to see the fallacy of their position. They now recognize that, in seeking business on the ground of cut prices, they have increased their risks, made it more difficult to finance their business, and, instead of increasing their profits, have really lessened them because they have simply encouraged their competitors to adopt the same cut-throat methods.

And so, the hardware retailers are now urging manufacturers to establish resale prices on all their lines. That is to say, they are asking manufacturers not only to set their own prices, but also to determine the prices at which the jobber shall sell the retailer and the retailer shall sell the consumer.

Already, this has been done in some cases. Manufacturers of safety razors and other small patented articles, adopted resale prices several years ago, and the plan has been uniformly successful. The terms of their patents, practically license them to dictate the wholesale and retail prices of their goods, and they can legally insist upon these prices being maintained.

Another line on which resale prices have been successfully established, is hand saws. About five years ago, a merry price cutting war was waged by Canadian jobbers, on a hand saw of a prominent manufacturer. The line was a staple, and naturally, with exceedingly low prices going, retailers were not slow to stock up. In fact, they loaded up, and the manufacturers soon found their Canadian business to be practically nil.

The price cutting of the jobbers soon contaminated the retailers, and a serious situation confronted the manufacturers. They met it squarely by calling the jobbers together, and giving them a list of prices at which their saws were to be sold. The jobbers were given plainly to understand that, if these prices were cut, the privilege of selling this particular saw would be withdrawn from them. The price has been maintained from that time.

Attention was next paid to the retailers, and two lists of retail prices were sent out—one for the territory east and the other west of Winnipeg. The retailers were also told, that, unless they maintained these prices, they could not buy any more saws of this make. The plan has worked admirably, except in the case of some department stores who endeavored to cut the price, but their source of supply was immediately cut off.

There will be great difficulty in establishing resale prices on all lines, but the system can be rapidly extended among patented articles, and those staple goods which have a commanding prestige in the trade.

We cannot hazard a guess as to the length of time it will take for resale prices to be established on the bulk of hardware lines. It will probably be a tedious process, but, in the meantime, retailers can help the movement along by holding out for a fair legitimate profit on everything they sell.

SELLING FOR CASH.

On the question of whether or not it is advisable to conduct business on a cash basis, there does not seem to be any difference of opinion among retailers. Whether or not it is feasible, is another proposition, and one on which there is great discussion.

The man who sells for cash is saved a lot of worry. He keeps no books and never loses a cent through bad debts. His assets are largely in the shape of stock and cash in the bank, and, when there is a big draft to meet, there is no necessity for him to scurry around among his debtors, in a desperate effort to collect enough ready money to honor it. He can look his banker in the face, and feel under no obligation to anyone. In short, by cutting out half the worry of conducting a business, he can add years to his life.

Some hardwaremen say it cannot be done, much as they would like to bring it about in their own business. They have always given credit, and they think they will always have to. Others say that it is feasible to a limited extent while there are a few who declare that they have inaugurated a strictly cash system and would rather go out of business than go back to selling on credit.

One thing is certain. The changing from a credit to a cash business requires courage of a high order. Customers who have been accustomed to paying their accounts monthly, will, in many cases, resent the new order of things, and some of them will temporarily go over to the opposition store. This has been the experience of nearly every dealer who has inaugurated the cash system. But, in the majority of cases, the customers, who were really good, after thinking things over, have recognized the advantages, to themselves, of buying for cash, and have come back.

The competition of the catalogue houses who demand cash with order, is being felt increasingly, by hardware dealers. In order to compete successfully with the prices which these houses offer as a result of buying in large quantities, the hardwareman must be in a position to take advantage of all discounts, and that means cash in the bank. The department stores are educating the public to cash buying—why should not the hardwareman profit from this, instead of letting the cash from his town go to the city department store, while he himself, waits months for his money?

If the merchant, after thoroughly canvassing the situation in his own town, decides that special circumstances render it impossible for him to do a strictly cash business, let him decide to come as close to it as he possibly can. If the mills and factories with whom he does business cannot be persuaded to pay cash with each purchase, they can be put on a monthly account plan. The patrons of the tinsmithing and plumbing department probably cannot be expected in all cases, to pay cash as soon as their work is done, but they, too, can easily be put on a thirty-day basis.

By cutting out the bad debts and the expense of collecting the rest, the profits become larger. Consequently, even if the turnover on a cash basis, is a little less than it was under the credit system, the dealer will be better

off in the end. But the chances are that the business done will be practically as large, even in the first year of the new order of thing.

The dealer who wants to try the cash system must make up his mind, in the first place, that it is bound to succeed. He must keep a stiff upper lip when old customers ask for credit, and refuse to be discouraged when they threaten the loss of their trade. He must not be content with the statement, "We now sell for cash only," but must explain carefully why the change has been made, and why it will benefit both dealer and customer. And above all he must have courage and stick to his guns.

⊙

THE METAL SITUATION.

There is a healthy tone to the metal market. Large orders are being placed with a frequency rather unusual so early in the year. Fullest confidence is felt in tin, copper, lead and spelter and, in the case of the latter two metals, there is a steady improvement noticeable Tin fell off a cent this week but a downward slide in price is not anticipated.

The feature of the market has been the very unexpected and startling advance in antimony. The news of the formation of a syndicate was followed by an immediate jump in price from 8 to 11 cents and buyers were taken literally off their guard. That further advances may take place is by no means impossible, and the situation will be watched with closest interest. If the interests, which have combined to secure or control antimony, prove as strong as the tin syndicate, developments of a more or less sensational nature will be in order for the next few weeks.

⊙

A DUTY DEVOLVING ON THE TRAVELER.

A point touching on the duty of the traveling salesman to the retailer, was taken up by President Cinnamon in his address at the convention. It was by acting on the advice of a traveler that the president himself, joined the association in the first place. Commenting on this, he stated it as his conviction that not only did the traveler have it in his power to be of great assistance to the retail dealer but that it was his duty to render every assistance possible. "By helping the dealer, you help yourself," said the president, addressing himself to the travelers present. "If the retailer is benefited you are benefited. If things are bettered for you, they are bettered for the house you represent."

There is a good measure of truth and good common sense in this. It is equally true that the traveling man has it in his power to be of great assistance to the retailer. Coming in contact as he does with men in all parts of the country, he is in a position to learn and judge their methods. He is in touch with conditions and able to determine the trend of events. To the dealers on whom he calls, therefore, he can impart much useful information. He can help them to keep posted and give them the benefit of a share of his experience. As President Cinnamon very rightly stated, it is to the best interests of the traveling man to do this. The dealer who keeps abreast of the times is bound to grow; and a growing store means growing business for the traveler

⊙

The discussion on that always to the fore question, cash vs. credit, was extremely interesting. Strong testimony was borne to the fact that it is possible to run a cash business and make it pay well. Some said they had tried and failed. It depends to some extent on locality and current conditions, of course, but it should not be impossible for any hardwareman to gradually work away from the credit system.

POINTED EDITORIALS.

Are you getting ready for the Spring Paint Selling Campaign ?

* * *

Paris green is cheaper in price. Sad news for the 'tater bugs.

* * *

Salesmanship is the keynote of success in business Be a salesman !

* * *

Cultivate the ability to push quality. It's a better business builder than cheapness.

* * *

The article which carries the greatest profit can also be made to take the greatest loss.

* * *

A syndicate is angling for the control of the antimony market. Syndicating is getting to be a habit.

* * *

You can always learn something from the salesmen who call on you. Never refuse them a courteous hearing

* * *

The page for clerks will be a permanent feature of Hardware and Metal in future. It will contain something good, every week.

* * *

Retail business is reported to be brisk. Apparently hardwaremen are not suffering very much from the W. A. (week after) effects.

* * *

Selling specialty lines from catalogue enables many a hardwareman to increase his turnover without investing any additional capital.

* * *

The fact that a Canadian stove manufacturer is this week shipping stoves to Fiji and to Odessa, speaks volumes for Canadian values.

* * *

Retailers should not be afraid to advance prices when market conditions warrant it. They are giving their customers a perfectly square deal.

* * *

It is through advertising alone that the great catalogue houses sell their goods. Good advertising will do a great deal to offset their competition.

* * *

Don't forget that the principle of co-operation can be worked in your own store. See if you can get everybody pulling together in the store's interests.

* * *

Judging from general weather reports, March came in like a lion. As this is an absolutely certain indication of a lamb-like exit, hardwaremen had better get down to work and prepare for the spring trade.

* * *

A prominent Canadian banker says that of those who engage in business, in this country, 5 per cent. make a huge success, 25 per cent. make a fair success and 25 per cent. make a good living, Of the balance, the majority manage to struggle along, while a comparatively small percentage are rank failures.

* * *

Association work in British Columbia seems to have been eminently successful. According to President Kirk, hardwaremen there have become very friendly with one another and are working to aid, rather than obstruct, competitors. New Westminster, in particular, has become a veritable "city of brotherly love." Keep up the good work, B.C.

Association May Be Expanded in Future

The B. C. Hardwaremen Hold Convention on March 7—Question of Enlarging the Association Will be Considered — A Manufacturers' Exhibition Will Also Be Advocated.

The Hardware and Metal Association of British Columbia holds its annual convention on March 7, at New Westminster, and it is expected that this gathering will mark a new epoch in the history of that body. Plans for a wider organization will be considered.

The association was formed nine years ago and now has forty members. Although it has been somewhat restricted in scope, the association has gradually widened its membership and influence. It is now thought that the time has come to bring into the fold members of the hardware trade in all parts of the province. With the appointment of a new secretary in the person of R. D. Dinning this will be possible.

The placing of the association on a provincial basis will be strongly advocated and will be one of the most important matters taken up at the convention. A strong supporter of the move will be president H. T. Kirk, who returns home to British Columbia, after attending the Ontario convention, more thoroughly convinced than ever of the benefits of association work.

Mr. Kirk attended the last three days of the Ontario convention, as official representative of his own association. He



H. T. KIRK,
New Secretary of Hardware and Metal Association of B. C.

was particularly struck with the splendid feature that the Ontario body has worked up in the manufacturers' exhibits. "It was one of the best things I have seen since coming east," he told Hardware and Metal. "Such an exhibition has a good educative influence and it is something we need in the west."

Will Advocate Exhibit.

As a result of what he saw at Peterboro, Mr. Kirk will advocate at the New Westminster convention that a similar exhibition be inaugurated there next year. He feels convinced that much good would result, both for the manufacturer and the retailer.

The introduction of both the above issues will be more or less due to the president's trip east. The value of an interchange of ideas between men in different parts of the country is amply demonstrated.

Meet Every Month.

In some respects, the British Columbia Association is ahead of the organized hardware bodies in the eastern provinces. A meeting is held every month, and the attendance as a general rule is large. By this means, the association is able to keep closely in touch with, and to act upon, matters of current interest. The members are able, likewise, to meet oftener and to get to know one another better. The monthly meeting is rendered possible by the smaller membership and the less extensive territory covered. Monthly meetings would not be feasible, for instance, in Ontario. They are nevertheless a valuable feature and the British Columbians find that they get much benefit from attending them.

A Friendly Spirit.

One result has been to foster a friendly sentiment among hardwaremen for their competitors. President Kirk refers with particular pride to the friendliness which exists in his home city, New Westminster. The dealers there "dwell in unity together." Nothing but kindly feelings are entertained for fellow hardwaremen. There is no price-cutting tendency, no suicidal desire evidenced to oust the other fellow, even at the cost of your own downfall. Instead there is a tendency to stand by one another. To share another's trials and feel pleasure in his triumphs, is the desire of the hardware retailer there.

This is due very largely to the fact that the dealers have met at the gatherings of the association, have become acquainted and have come to appreciate one another's personal qualities. That there cannot be too much "getting to know one another" is the opinion of Mr. Kirk.

The vice-president of the Association and probable successor to Mr. Kirk is Harry Martin, of Martin, Finlayson & Mather, Vancouver. Mr. Martin was formerly with H. S. Howland, Sons & Co., Toronto, and is very well known to the trade in all parts of the country.

B. C. CONVENTION APPOINTS SECRETARY.

Vancouver.—Mr. R. D. Dinning is the new secretary of the Hardwaremen's Association. Mr. Dinning is also the secretary of the Vancouver Retail Grocers' Association and also secretary of the B.C. Retail Merchants' Association. His appointment is a distinct gain for organization work. An effort has been made during the past few months to organize the retail merchants of the province, so that they could get the benefit of mutual lists, etc. In the trips up country it was found that the greatest obstacle laid in the fact that the hardwaremen were in a separate association and there was no common interest. Large departmental dealers hung back on this account. Now with a common secretary, one who has proven a success



R. D. DINNING
New Secretary of B. C. Retail Hardware Association.

in organization, the prospect is that both grocers and hardwaremen will be gainers, meeting as they will on a common ground.

Mr. Dinning is now arranging for the annual hardware association's convention, which will be held here on March 7.

ECHOES OF CONVENTION.

Editor Hardware and Metal,—The slogan of "Made in Canada," boomed by Chairman Bittues at Thursday's session, was a wise suggestion, but a representative of one of our manufacturers says: "Why did he not follow this advice by having the brush attached to the official badge, made in Canada? A number of firms would be glad of the opportunity, and this representative says that his firm, for one, was never asked to submit even a price.

A Canadian Manufacturer.

HARDWARE CHANGES AT NELSON.

Nelson, March. 3.—Some time ago the Nelson Hardware Company purchased the store of the Ashdown Hardware Company, and last week took possession, taking over a large part of the store stock. Hamilton Byers, who was in charge of the Ashdown store during the closing out sale, will leave in a week for Winnipeg, where he will take charge of the store of the Ashdown Company. Mr. Byers is an old timer in British Columbia, and was in Nelson in its first days. He arrived there in 1889, and has been in business there ever since.

Straight Talks on Hardware Salesmanship

TALK No. 15 BY VICTOR LAURISTON

You show the customer the goods you have for sale. That's right. It's salesmanship. It's good business.

But do you show the customer how?

"Showing the customer how" is a big factor in the process of building a permanent business. You show the customer the goods in order to make your first sale; but showing him how will help you more than anything else to make the second sale, the third, the fourth, and all that long series of sales that go to make up a successful and established business.

There are many articles which you positively must demonstrate in the process of selling. There are other articles that you can sell without demonstration—but the workings of which, nevertheless, it will pay you to explain.

A sewing machine you must demonstrate. A razor is different. No hardwareman ever lathers up and shaves himself in order to help sell a razor. Still, it's just like a saunter across street to explain to the customer that little knack of holding the razor just so, which results in a smooth shave and and reduces the slaughter-house element in self-shaving to an irreducible minimum.

Then there's paint. You handle paint—good paint. The average man comes in, orders a can of prepared paint of a certain color, pays for it and goes out. The house cat could probably give him pointers on painting. Maybe he intends to paint a floor and has inadvertently taken exterior paint for the purpose.

It will pay you to find out what Mr. Customer is using the paint for and to see that he gets the right kind. It will pay you to chat for a minute or two with him on the artistic grouping of colors. It will pay you to help him select the right sort of brush, and to give him a pointer or two on how to handle it.

These things take a trifle more time than just handing a parcel over the counter and ringing up the purchase money in the cash register. But, in the long run, they're worth a lot in dividends. And it's in the long run and not in the one immediate sale that a business is made or marred.

"Customer knows it all, anyhow, and he'll warm up under the collar the minute I try to tell him." Not a bit of it, my friend. The customer likes to talk to a man who understands the job in hand. He resents your advice only when, by the light of his own clearer knowledge of the subject, he sees that you are stumbling on through a mental fog.

And that brings us down to the gist of the thing. Do you, yourself know—do you know how?

For, in order to show a man how to do a thing, you must yourself clearly understand how to do it.

That means that you must study the goods and know their fullest possibilities. You say that's a big order? Maybe it is, but you're just commencing, with your whole lieftime before you. Hardware's to be the business part of your life—at least, its groundwork. On it you may build a superstructure of



You Must Know Your Goods From the Ground up.

real estate and stocks and bonds, of home life, of social prominence, perhaps of political achievement—but the foundation will be hardware. Make that foundation deep.

Learn your business, learn your goods, learn how to handle them; and when a customer comes along and there's time on your hands, don't be afraid to indulge in a little chat with him. Make a sale that way and you'll have lots of "come backs"—but they'll be the comebacks of people who want more of the same thing—or maybe other things—and who prefer to buy in a store where past experience has proven that they can count on being shown how.

FINE STORE AT SUDBURY.

An instance of New Ontario's progress is shown in the splendid new store which was recently completed by Robert Horne, Sudbury. Situated on Elm St., right in the centre of the business part of the town, this substantial two-storey brick building is a credit to the town.

Mr. Horne commenced business at Sudbury, on October 1st, 1898, in rented quarters, with a stock of $1,500. To-day his stock amounts to $17,000, and, to use his own words, is "without a blanket on it." That is a brief story of successful merchandising, which is based upon thoroughly understanding a business, and paying strict attention to it.

The neat arrangement of Mr. Horne's stock is apparent from the illustration of his store interior. He carries a well-assorted line of silverware and cutlery, displayed in handsome silent salesmen. To the left, is his department of builders' hardware and shelf goods, while at the right, he shows an interesting assortment of enamelware, lighting goods, and general household supplies.

It will be noticed that Mr. Horne's office occupies an elevated position at the rear thus giving him a good view of the whole store. The beamed metal ceiling gives an appearance of massiveness, and its attractive appearance should help Mr. Horne considerably, in promoting sales of that line.

The Gurney Foundry Co., Toronto, have been awarded the contract for the equipment of the new G. T. R. hotel with kitchen pantry and domestic facilities. The contract price is in the neighborhood of $100,000.



Interior of Robt. Horne's New Store, Sudbury, Ont.

HARDWARE TRADE GOSSIP

Ontario.

Leo Caskinette, Walkerton, has accepted a position as hardware salesman with Bernhardt & Gies, Preston.

Wm. F. Finkbemer, Milverton, has sold his stock of hardware and stoves to John Ritter of Millbank.

Richard J. W. Fisher, Chesley, is reported to have assigned to Richard J. Lillico.

R. J. W. Fisher, Walkerton, has disposed of his hardware and tinware stock to S. Davison, and will enter the employ of the latter.

H. S. Howland's beat W. R. Johnston's in the Toronto Mercantile League by 5 to 2, and are now champions of section B.

Hamilton & Hocking, hardware merchants, Fort William, have dissolved partnership, Mr. Hamilton continuing the business.

The new Ottawa hardware firm, which is to operate under the name of the Central Hardware Co., have begun operations. They are carrying a large stock.

Wm. E. Frankfurth has been taken in as a partner by Thomas Beattie, dealer in hardware and tinware, Comber. The firm in future will be known as Beattie and Frankfurth.

Following the announcement that Mr. Mackie had retired from the firm of Mackie & Ryan, Pembroke, comes word that the business will, in future, be carried on under the name of Dewar & Ryan.

A. C. McCague has entered into partnership with G. McCague, Beeton, in his grocery business. The firm intend to add hardware to the other lines of goods they carry and expect to have the stock in this week.

In Collingwood a team of hardwaremen defeated the druggists by a score of 5 to 4. The hardware team consisted of: Goal, Van Vlack; point, Brown; cover, Livingstone; rover, McNabb; wings, Winters and Corbman; centre, Wilson.

M. Elleker, who has been conducting the Sarnia Stove Store for the past year, intends to close out the business and engage in farming in Plymouth township where he has leased 100 acres on the 8th line.

Wm. Lochead, Forest, has purchased a piece of the Edgar property on King Street, with 16 feet of frontage, just east of his store. He intends erecting a two-storey addition to his store, the lower portion to be used as a stove and heavy hardware salesroom.

Irwin W. Greenleese, of the Taylor Hardware Company, Cobalt, was united in marriage to Miss Lila May Wainman, late teacher at North Bay and daughter of C. H. Wainman, Shawville. Rev. E. W. Crane officiated. Among the presents was a cheque for $100 from the firm.

Jas. N. McGregor, Oakville, has made many improvements to his hardware store. About fifty feet have been added and an arch will be cut at the end of the present space, thus adding to the capacity of the store. A large addition has been built to the tinshop.

It is stated that an offer of $75,000 has been made for the Duchess Street Mission, Toronto, belonging to Knox Church. A metal company made the offer, the site being desired for industrial purposes. There is a frontage of 125 feet on Duchess Street and a depth of 118 feet.

A very sad case is reported from Paisley. Wm. A. McDonald and his son, John, the latter a graduate of the Walkerton business college, left Paisley a few weeks ago to take charge of a hardware business they had bought at Mortlach, Man. After a few days both were stricken with pneumonia and both succumbed.

A serious fire occurred in the basement of the Fallis-Tourtellot Hardware Co., in the Shanley block, Port Arthur. The flames reached the stock of oils and paints in the cellar and soon attained such proportions that the dense smoke made it impossible to gain access to the upper stories of the building, which were occupied as offices and apartments. The company, with commendable despatch, secured temporary quarters at 218 Arthur Street and announced that they had made arrangements to handle all custom. Mr. Tourtelotte is leaving for the east to select a fresh stock of goods.



W. B. SCREATON,
Representing McClary Mfg. Co., Carrying his Prize Suit Case.

Quebec.

The assets of Louis Couillard, Verdun, are to be sold.

The assets of Louis Couillard, hardware, Montreal, are to be sold.

Ruel, Rousseau & Co., stove dealers, St. Apollinaire, Quebec, have registered.

Hardware dealers of Montreal were addressed by M. Naud on misrepresentations frequently used in the turpentine and linseed oil trade. Mr. Naud remarked that many dealers were offering substitutes in both lines. He demonstrated to the gathering the best way to ascertain whether or not linseed oil or turpentine were pure.

The Montreal Metal and Hardware Association of the Board of Trade held its annual dinner at the Montreal Hunt Club, when 30 members and their friends attended. The party went to the club house in the Montreal Street Railway Company's private car. After the dinner the members were entertained by songs and recitations. The affair proved to be one of the most successful ever held by the association. Wm. Starke, the president, occupied the chair and the vice-chairs were filled by W. H. Farrell and J. Bowman Peck.

Maritime Provinces.

The MacLeod Hardware Co., Sydney, C.B., in order to meet the steady expansion in their retail trade, have decided to occupy the entire floor space of their building on Charlotte Street. The tenant, who has occupied the north lower and upper floor sections, has removed.

Western Provinces.

Joseph Seve, of Makinak, has sold his hardware and furniture business.

Frank Kirkman & Co. have started a mencing business at Diamond City.

C. W. Burwash, Bladworth, has sold to J. E. Miller.

hardware business at Nevis, Alta.

The Alberta Hardware Co. is com-

G. M. Brown, of Stonewall, has sold his hardware and furniture business to Peterson & Vincent.

E. Williams & Co., hardware, Stonewall, Man., have been succeeded by Paterson & Vincent.

P. A. Sharp & Co., hardware and implements, Earl Grey, Sask., have sold to S. A. Youngberg.

Jackson Bros., hardware dealers of Pincher Creek, are opening a branch at Beaver Creek.

W. H. Hunter & Son, hardware dealers, of Botha, Alta., have sold to W. L. Friend.

Hugh Graham has bought out C. W. Burwash's hardware stock and building at Bladworth, Sask.

Under the name of Lahoda Bros. & Co., a country store, dealing in hardware, groceries and dry goods, is being opened in the Elvevow School District, Saskatchewan.

D. G. Ross, Saskatoon, has added to his hardware and harness business in the Cahill building, a harness repairing department.

Among the contracts awarded by the Manitoba government telephone commission were several for hardware to Miller, Morse & Co., J. H. Ashdown & Co. and the Northern Electric Co.

Extensive changes and enlargements are being made in the Cavin's store, Saskatoon. The hardware and crockery departments are to be removed to the basement and a readjustment made of the ground floor.

The Great West Saddlery Co., of Winnipeg, and the John Ashdown Hardware Co., of the same city, will erect a six-storey brick and stone structure in Saskatoon this year at the corner of 1st Ave. and 25th St., trackage on the C.N.R. The two concerns will use the same fire wall, the saddlery men having the corner lot. The Great West Co. propose to spend $80,000 on their building, the land being 120 x 50. The Ashdown Co. will spend about $75,000, the two buildings being of equal quality and permanence.

News and Methods of Canadian Hardwaremen

Anniversary of Old Quebec Firm—Clever Window in Toronto—Cooking Demonstration Described — Drawing Contest That Created Interest.

A COOKING DEMONSTRATION!

Sussex, N.B.—The Connely-Fairweather Co., of Sussex, N.B., have adopted a novel method of advertising a line of steel ranges for which they are the agents. All this week they are giving a demonstration in their hardware store of the cooking qualities of these ranges. A first-class demonstrator was engaged and an invitation extended, through the regular advertising space in the newspaper as well as in local paragraphs, to all the women of the town to call and see the actual baking operations and the exhibit of products taken from the oven of the range. The demonstration was given each afternoon from 2 to 5 p.m. and many availed themselves of the opportunity to witness the preparation and cooking of the foods.

DRAWING FOR A DINNER SET.

Chatham, N.B.—One of the local hardware merchants, is advertising to give away a dinner set to the holder of a lucky ticket. Numbered tickets are given to each purchaser of $2 worth or more, and the person who gets the lucky number wins the dinner set which is valued at $16.50. The advertisement reads:

FREE! FREE! One Handsome Dinner Set of 98 pieces, Regular Selling Price $16.50. All you have to do is to buy $2.00 worth or more of Hardware; with each purchase of $2.00 or upwards you receive a Numbered Ticket, and the person holding the Lucky Ticket Number, gets the Set free. A Few Suggestions Cake or Bread Mixers, $2.00, $2.25 and $2.50—Sets of Asbestos Sad Irons, $2.00, Wringers, $3.75 to $4.75. See Our New Century Washing Machine. H. B. McDonald, Phone 183. Next Postoffice.

NEW WESTMINSTER GETS TOOL FACTORY.

New Westminster, March. 3.—A tool factory, the only one of its kind west of Chicago, is to be built here by the Drop Forge Manufacturing Company. Construction will start at once. B. F. Boyd, representing the company, has secured the site. All kinds of carpenter's tools will be manufactured. The initial investment will be $125,000, and when the plant is running full blast it is expected that 100 men will be employed.

FIFTY-FIFTH ANNIVERSARY COMMEMORATED.

Quebec.—In so young a country as Canada there are few business concerns which can trace back their history for fifty-five years. Yet it is only a few days since the Herman Young Co., of Quebec City, passed the fifty-fifth anniversary of their foundation as a hardware firm.

The employes of the company, twenty-five in number, made the date a memorable one, by visiting Herman Young, the head of the business, at his residence in the evening. Here they presented him with a congratulatory address, accompanied by a pair of pierced solid silver salvers, and a large cut glass vase.

The store's own orchestra furnished music during the evening, and several members of the staff contributed songs which helped to enliven the proceedings. A thoroughly good time was enjoyed by every one present, from Mr. Young down.

MONTREAL DEALERS WILL DINE.

Montreal.—The members of the hardware section of the Montreal branch of the Retail Merchants' Association have decided to hold a banquet on Thursday evening, Mar. 16th, in the Canadian Club. The arrangements are in capable hands, and an enjoyable evening is promised.

NEWS OF OWEN SOUND TRADE.

Owen Sound. — The Council of the Board of Trade forwarded on Monday a resolution endorsing the action of the town council in its appreciation for the passing of an act legalizing the Canadian Heating and Ventilating Company loan by law. The bill came up on Tuesday in the Private Bills Committee.

Mr. Wilfred Brown of the Christie Bros. Co., Ltd., wholesale and retail hardware merchants, was a visitor to the Peterboro convention, leaving here on Monday via Toronto.

Mr. W. J. Christie returned a few days ago from an extended trip to Winnipeg and Vancouver in the interests of the Canadian Heating and Ventilating Co., of which he is general manager. He reports fine business. This company are makers of "The Empire Queen," "The Empire Steel" and "The Joy Malleable" Ranges.

A CLEVER DEVICE.

Toronto.—A mechanical device in one of the windows of the Aikenhead Co. is attracting much attention. It is intended to show the great advantage of the double-acting door check. Two small doors are shown side by side and the miniature figures of two women are kept in constant motion, passing first through one door and then through the other. The door without the check slams back and forth every time that one of the figures passes through while the one with the double acting check merely closes to.

Above the apparatus is a sign: "Watch the doors and note the difference in their operation." Underneath the old fashion door is a note, calling attention to the "dangerous and annoying slip-slapping" resulting from the lack of any check Under the other is a sign which notes the gentle way in which the door closes to.

The figures are operated on a circular track. They are carried through one door to the front, where they reverse automatically and return through the same door, coming out again on the other side. The arrangement is very ingenious and crowds are continually attracted.

Thos. Meredith, King Street East, has a window display of household specialties, including washing machines, wringers and carpet sweepers.

The Vokes Hardware Co. are making an effort to clear out their stock of skates. A great variety are being offered at a ten per cent. reduction.

The boy scout season is now at hand, judging from the window displays in sporting goods and hardware stores. Pike & Co., King Street, have one window devoted exclusively to scout "togs" —suits, hats, staves, axes, "billy cans," knives and kits. In other stores, similar displays are to be seen. It is stated that the interest among the boys has grown over last year and that the demand for supplies will be greater than ever this year.

A CLOSE CURLING SCORE.

Montreal.—An interesting series of friendly curling games have been played during the winter between rinks from the offices of Dale & Co., Limited, and A. C. Leslie & Co., Ltd., Montreal. The first game went to A. C. Leslie & Co., but in the next they were in second place. The final game was very close and interesting. A. C. Leslie & Co. were in front until the second last end, when the score was tied. The last end was keenly contested, and finally won by A. C. Leslie & Co.'s rink, their skip, Mr. E. H. Copland playing the winning shot with his last stone. The score was 10-9. The winners were entertained at luncheon by the losers at the Canada Club on Tuesday.

The personnel of the rinks was: Dale & Co. Ltd.—R. J. Dale, J. L. McCulloch, G. M. Ross, H. G. Bennett (skip.)

A. C. Leslie & Co. Ltd.—W. S. Leslie, T. H. Jordan, F. B. Leslie, E. H. Copland (skip.)

TO THE FAR CORNERS.

The Gilden Varnish Company have sent a special representative to South Africa to place their concrete finishes and waterproofings among the architects and engineers. Their Mr. Tornero, a native of South America, sailed on January 25 to locate permanently in Buenos Ayres, where he will have entire charge of the development of the concrete coating business of the Glidden Varnish Company, as pertaining to South American countries.

BUSINESS IS BRISKER.

Reports from the offices of the paint manufacturers indicate that, while orders are coming in more briskly perhaps at the present time than during the same period last year, the general volume of business so far this year has been barely as good as for 1910. This is due to the dullness which prevailed at the first of the year.

Our Page for Hardware Clerks

PRIZES IN CLERK'S COMPETITION

Many Excellent Answers Received—First Prize Won by Norman D. Nairn, St. Marys, Ont.—Second Prize Captured by H. Hanwell of Peterboro—Everybody Had a Good Clincher.

The judges in the washing machine competition of the "What Would You Say" series had a decidedly interesting time in arriving at a decision. The entries were practically as numerous as in the first contest, and the general excellence of the replies was much more pronounced. However, they have spent a lot of time in carefully examining the manuscripts, and Hardware and Metal hopes that their awards will give satisfaction to all the contestants.

Principle of Scoring Revised.

It was soon discovered that the principle of scoring, adopted for the previous contest, would have to be revised slightly, in the washing machine contest, owing to the more complex problem involved. The real crux of the question was the introduction of catalogue house competition, but, as the quality standpoint was also considered important, it was decided to split up the score on "Selling Points" into two subdivisions called "Points on Home Buying" and "Points on Quality." The possible score for this contest was, therefore:

Points on Home Buying	30
Points on Quality	20
Language	25
Sizing Up The Situation	25
Total	100

On this principle of scoring the prizes were awarded as follows:

First Prize.—Norman Nairn, with St. Marys Hardware Co., St. Marys, Ont.

Second Prize.—H. Hanwell, with Kingan Hardware Co., Peterboro, Ont.

All Had Good Closing.

A very noticeable feature of the replies in this contest was that in almost every case a good conclusion was made. This is evidently a result of the criticism made by Hardware and Metal in awarding prizes in the saw contest three weeks ago. It shows how keenly clerks are interested in these competitions, and how anxious they are to improve their selling methods.

Frank B. Stott, of Moose Jaw, Sask., after speaking of the guarantee given by his firm, closes by saying: "Shall I send you one on the strength of this guarantee?"

A. E. Dickson, of Andover, N. B., puts it rather neatly, as follows: "Our team goes your way shortly. Shall I send one to your home?"

J. Paxton, of Montreal, puts up a pretty good argument to take the machine on trial. He closes in this way: "Now, madam, let me send this machine down to your house to-day. Your husband and family can look it over, and if they don't feel satisfied that it is a good machine and worth the price, then we shall send for it at once."

A different turn is put upon much the same argument by J. H. W. Sinclair, of Meaford, who says: "Let me send it up for you to try, and if you don't like it, we will exchange it for another make." This is a good idea, as it means a sale one way or the other.

Another neat way of ending is furnished by R. W. Walters, of Toronto. He assumes that he is dealing with a country customer, and his closing remark is: "Why! here is your rig now; just let me put it in for you, and prevent any future worries. Let me know how you like it when you are in town again."

First Prize Winner.

Norman D. Nairn, of St. Marys, scored a total of 80 points, made up as follows: Sizing Up the Situation, 22; Language, 15; Quality Points, 18; Points on Buying at Home, 25. It will thus be seen that Mr. Nairn won on an all-round good score. His reply was as follows:

"Well," I say, "but what will you get. You may not get what you pay for at all. The tub may be made of poor wood. The hoops may rust and break in no time. The stays may not be put together right, and this will cause it to leak. You know nothing about the gearing, balance wheel, the Dolly North corrugation, only what you see printed on a piece of paper. You have to pay cash before delivery and express besides, and never see the washer until you have it home, and ready for use. You try it once, it turns hard, splashes water, does not sit level, and the Dolly may tear the clothes. There you are, spent the money, got the machine, machine no good. You are practically out both and no satisfaction. Here you have everything before you.

"Now, Mrs. Carr, it costs you nothing to give our machine a trial, and if it is not satisfactory in every respect, we will take it away again.

"Will you give it a trial?"

Score of Second Prize Winner.

H. Hanwell submitted his reply in the novel form of a conversation between the salesman and customer. He scored 25 for sizing up the situation; 15 for language; 10 for points on quality and 28 for points on Home Buying. His contribution was as follows:

Salesman.—"That may be so, Madam. You are buying from a cut in their catalogue, I presume."

Lady.—"Well, yes."

Salesman.—"Well, here you have the machine in front of you to inspect, we deliver it to your house and our business standing of years in town stand behind it. In the event of something unforeseen happening to it, we are here in town—not miles away. Take into consideration, madam, the cost of postal note, stamps, and writing and add to that the cost of freight and the delay and possibly a damage in transit. I think that our price will compare more favorably to you on that score alone, outside of the fact, madam, that in the other case you would be, vulgarly speaking, 'buying a pig in a bag.'"

Lady.—"Um—Yes, that is so."

Salesman.—"And, madam, in nine cases out of ten, these machines are made up especially for that class of store, and are copies as near as possible of the original machine, so that to the eye they look the same in the cut in the catalogue. We know, madam, from our experience with the manufacturers of these machines, that pine or some other wood is used in place of cedar, with which this machine is made of, and the castings are lighter, also, and of inferior grade iron, added to the fact that we are in town and not—miles away, we more than offset the little difference in price."

Lady.—"Well, yes, I think you are right, and could you send it up right away if I take it?"

Salesman.—"It shall be there inside half an hour."

A great deal of interest will no doubt be taken in the replies of the winners of the previous contest. Both put in excellent papers, but, each fell short in one particular. Mr. Cunningham had a model talk on quality and scored the possible for that feature. However, he practically overlooked the strongest point—Buying at Home.

Mr. McJannett, on the other hand, had a splendid argument on the advantages of buying at home, but had very little to say on the talking points of the particular machine he was trying to sell.

A Naive Argument.

One of the contestants had this rather unconvincing talk to submit: "I should say that possibly it was a cheaper make of machine, and, if they were sure it was the same, I would say that they would have to see Mr. S—— (the proprietor), as I had no authority to make it cheaper in price."

The contest was a huge success, over fifty excellent selling talks being submitted.

Making Patterns for the Tin Shop

How to Make an Ordinary (Right Angle) Stove Pipe Elbow.

By Wm. J. Finnigan, Preston, Ont.

First, describe a circle of the required diameter as in Fig. 1. Then extend the lines from I E K perpendicular and draw an elevation of elbow as Fig. 2, care being taken to have it a true right angle. Next draw the line L to M, then take the top half of circle Fig. 1 and divide this half from J to K into 8 equal parts as shown. Now extend the lines from No. 1 to 9 perpendicularly until they intersect with line L-M. Now extend the line N-O horizontally as shown in fig. 3 and space this off to correspond with spaces in circle fig. 1. Next extend all of these lines perpendicularly, then go over to line L-M and extend all the lines from No. 1 to 9 horizontally to the right. The points where these lines intersect with the perpendicular lines in Fig. 3, will give you the desired profile. Draw a line from A to B, and B to C and C to D, etc., this will give you the exact profile of pattern. You will have to allow a little on this for your locks but the above development will apply to any size pipe.

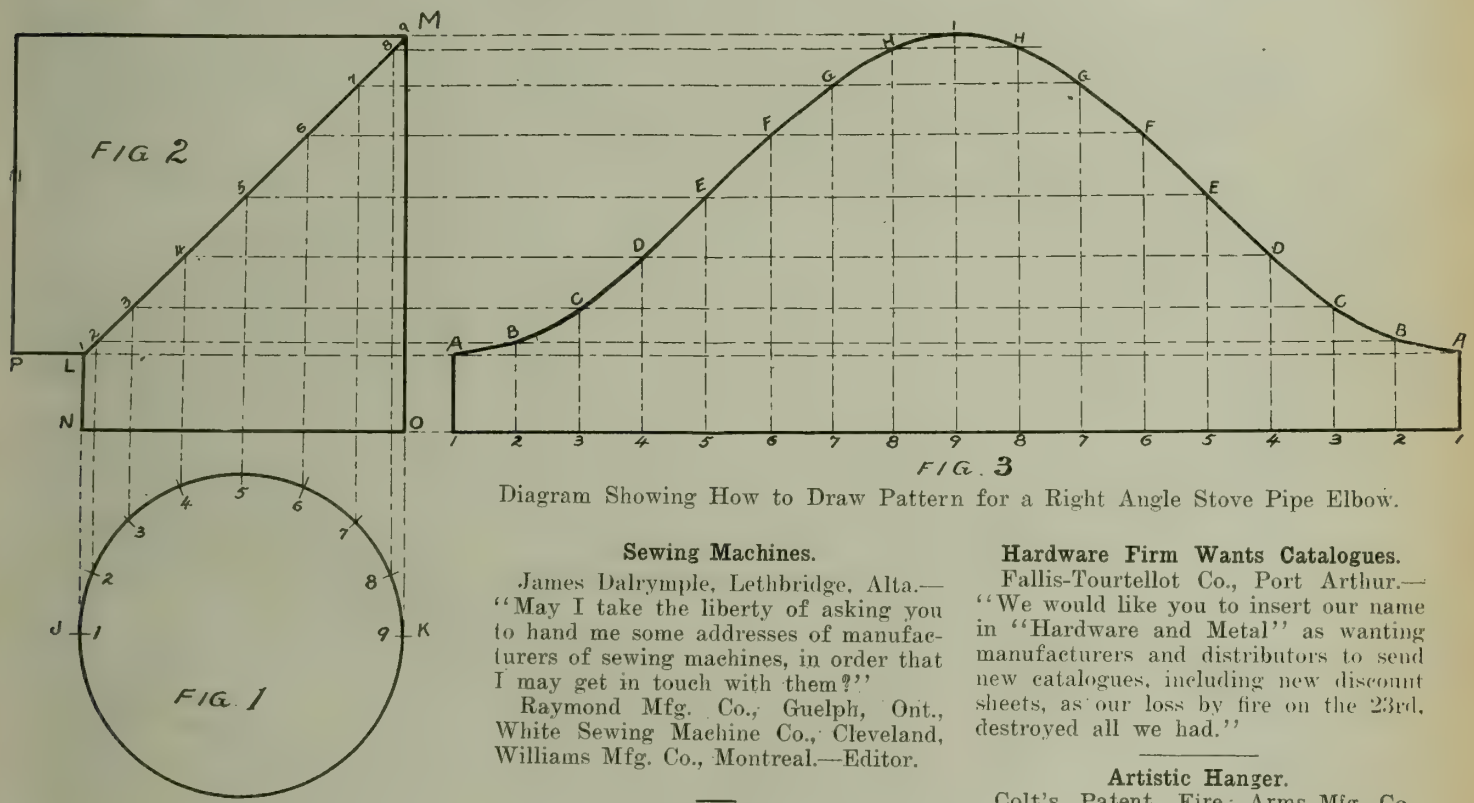


Diagram Showing How to Draw Pattern for a Right Angle Stove Pipe Elbow.

Hardware Letter Box

Folding Go-Carts.

W. H. Turnbull, Brantford.—"Will you kindly let us know through your journal the makers or agents of folding go-carts?"

Gendron Mfg. Co., Toronto.—Editor.

Automobile Carbide.

Steele Hardware Store, Parkhill. — "Could you furnish us with the names of manufacturers of automobile carbide?"

Canadian Calcium Carbide Co., Niagara Falls; Shawinigan Carbide Co., Montreal; Willson Carbide Co., St. Catharines, Ont.—Editor.

Sewing Machines.

James Dalrymple, Lethbridge, Alta.—"May I take the liberty of asking you to hand me some addresses of manufacturers of sewing machines, in order that I may get in touch with them?"

Raymond Mfg. Co., Guelph, Ont., White Sewing Machine Co., Cleveland, Williams Mfg. Co., Montreal.—Editor.

Gasoline Cooking Stoves.

P. G. Hewitt, Vankleek Hill. — "I have had inquiries for a gasoline cooking stove that does not require the burner to be heated to turn the gasoline into vapor, before it can be used. Can you tell me if such an article is manufactured. If it is, tow mho shall I send to procure this kind of stove?"

The Dangler Mfg. Co., Cleveland, Ohio, make a stove of this kind. — Editor.

British Columbia Wholesalers.

Des Rochers Co., Montreal.—"Kindly give us some names of hardware wholesalers in British Columbia."

Wood, Vallance & Leggat, Vancouver; McLennan, McFeely & Co., Vancouver; E. G. Prior & Co., Victoria; Walter I. Fraser & Co., Victoria; Nelson Hardware Co., Nelson.—Editor.

Burners for Carbide Lamps.

A forty-page booklet in two colors, with a stiff cover, devoted to burners for carbide lamps, has been received from the American Lava Co., of Chattanooga, Tenn. The booklet describes the "Alco" German Lava Burners made by this firm, and it will interest all dealers whose trade calls for acetylene burners.

Paper Hangers' Tools.

An interesting booklet on Paper Hanger's Tools, is being mailed to the trade by The Standard Trimmer Co., Springfield, Ohio. Descriptions and illustrations are given of such lines as trimmers of various kinds, straight edges, paste tables, seam and smoothing rollers, base and casing cutters, and a full line of paper hangers' accessories.

Hardware Firm Wants Catalogues.

Fallis-Tourtellot Co., Port Arthur.—"We would like you to insert our name in "Hardware and Metal" as wanting manufacturers and distributors to send new catalogues, including new discount sheets, as our loss by fire on the 23rd, destroyed all we had."

Artistic Hanger.

Colt's Patent Fire Arms Mfg. Co. have prepared a very artistic hanger entitled "The Colt Cow-girl," which is reproduced in twelve colors, from an original oil painting. The hanger is 19 by 30 inches in size.

ANOTHER CONTEST NEXT WEEK.

The third contest in Hardware and Metal's "What Would You Say" Competition will be announced in next week's issue. It will be easily the most interesting one yet, as it will give far more scope for originality than either of the previous contests. Don't forget to look it up on "Our Page for Hardware Clerks" next week.

HARDWARE AND METAL INDISPENSABLE.

Mr. Geo. McLean, Otterville, Ont., writes as follows:—

"Could not get along without Hardware and Metal; keeps me in touch with prices."

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 48.

MARKETS IN BRIEF.

Montreal.

Linseed Oil.—Declined 3c gal.
Turpentine.—Advanced from 2 to 3c gal.
Solder.—Advanced 2½ cents.

Toronto.

Tin.—1c decrease.
Antimony.—3c increase.
Solder.—Increase noted.
Paris Green.—1c decrease.

MONTREAL.

Montreal, Mar. 2nd.—For this time of the year the business in the metal market is well sustained and is spoken of as quite satisfactory. The price of tin declined somewhat, early in the week, and resulted in freer enquiries. The movement in this metal still shows the hand of the syndicate. On account of the increased consumption and the prospect of a continuance of it, and because there is no indication of increased shipments from the Straits, the tin market inspires confidence, and as one report states, would seem to be less dependent on operations of the syndicate. Despatches convey the intelligence that the consumption of tin is being maintained at an appreciable figure.

Lead is firming up and suggests an advance according to present indications. Copper has not changed to any great extent. Solder is quoted a little higher.

Pig Iron.—Trading in pig iron has shown a steady improvement, and the total business transacted has ben quite encouraging. Prices have not changed locally, but the market as a whole is stronger in sentiment.

Lead.—There has been a slight advance in lead and a general firming up with fair demand, altogether indicating further advance. Locally the amount of business is quite satisfactory.

Spelter.—The market is in about the same position it held a week ago. The reports from the world's markets are satisfactory and with slightly increased prices indicate a somewhat improved position. Locally there is not much change in conditions.

Copper.—Copper does not show any particular change. The position is to all purposes unchanged. It is claimed that statistically and commercially it is weaker. Locally there is a steady demand, although it is not exceedingly heavy.

Solder.—Solder is firmer owing to the strength of the metals which are used in its composition. The demand is good. Quotations are as follows: solder, 50 to 50, 27½c a lb.; strictly solder, 25c; merchant's solder, 24c; common solder, 23c; wiping solder, 23c.

Scrap.—Prices remain unchanged and the demand keeps steady.

Prices are normal, thus:—Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron No. 1, $14.50; No. 1 wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5.00; stove plate, $12.50.

TORONTO.

Toronto, March 3.—The feature of the market tihs week has been the sensational advance in antimony, the price going up from 8c to 11c. The increase is due to the formation of a syndicate and the resultant bull operations. The change in the market is very sudden and reports from all parts are to the effect that consumers, as a whole, did not have a chance to protect themselves. On the foreign markets, they are now standing aloof and taking no interest in the market.

With antimony holding the centre of the stage, it is interesting to note that the consumption of late years has increased very considerably. From 1900 to 1905, the consumption averaged about 225 tons per month. Since 1906, the total has averaged about 450 tons per month.

The tone of the market in all lines is very good. There is a consistent demand for all metals, and buyers are placing their orders without hesitation. Tin has fallen a cent in price, but confidence has not been diminished on that score.

Tin.—Despite anticipations of continued strength, the price of tin fell to 46 cents. There is a good demand at that figure, and it is not expected that business on the local market will suffer in consequence of any developments in London. That tin will continue high for some time seems reasonably assured.

Solder.—As tin continues high, solder has been selling at a steep figure and, until tin gets back to more normal quotations, no downward change is to be anticipated in solder. Half-and-half is quoted at 26½ and wiping is selling at 22 cents, the latter price being an advance of 2c to 3c over the quotation for the previous week. There is a fairly good demand.

Copper.—Business in copper locally is reported to be exceedingly brisk. Orders of good size are numerous and utmost confidence seems to prevail. No change has been made in the price here, but on the primary markets there was a sharp turn for the better early in the week. No particular reason is given for the change, except that sellers are maintaining an attitude of considerable reserve, with the result that buying orders that came up on the demand could only be filled at higher figures.

Antimony.—Unexpected and sensational was the change that came over the antimony market, following on the information that a syndicate had been formed. The price rose almost at one bound to 11 cents, an advance of 3. Further developments will be watched with considerable interest locally.

Pig Iron.—There is a bettre tone to the situation and enquiries are being received in larger numbers. Prices are stationary. Canadian Foundry No. 1 is $19.50 and No. 2, 50 cents a ton less. Old country iron is quoted at $20 for Middlesboro' No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50 and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50 respectively.

Lead.—There is no change in the situation here. The improvement noted last week continues and there is an all-around better tone, but the demand has not yet attained to large proportions. Faith is still held in the future of lead, and an advance in price in the near future would not be unexpected.

Spelter.—There is more activity in spelter and the improvement is becoming quite marked . Spelter, as befits one of the steadiest of metals, is showing a firm and healthy tone. The price remains the same.

Old Materials.—No changes in price are recorded, and the demand is still light.

Heavy copper and wire, 11¼ to 11½c.; heavy red brass, 10¼.; heavy lead, 3c; light copper and bottoms, 9¾c.; tea lead, 2½c.; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10 to $11; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

CONGRATULATED ON PROMPT REPORT.

Listowel, Ont., Feb. 28, 1911.

Editor Hardware and Metal:

I notice by last week's Hardware and Metal that you gave us a very full report of the Peterborough Convention. This has been done on very short notice and for us to receive the paper by Saturday noon. You are to be congratulated on such a prompt report. Although I was prevented from being present at the convention, I enjoyed reading the report, which I did very carefully.

I enclose money order for $2.00 for another year's subscription to Hardware and Metal, from Mar. 1st, 1911 to Mar. 1st, 1912.

Yours respectfully,
(Signed) S. L. Adolph.

Painted Twice a Year.

There is no limit to the possibilities in the paint business. Every household, more or less, needs paint at some time every year. Charles F. Noyes, in an address before the real estate class at the West Side Y.M.C.A., New York, said in part: "Many buildings in our charge are painted once or twice a year. Many of them are painted white. A foolish color scheme, owners say, when first the proposition is suggested. But this color scheme, which needs replenishing once or twice a year, gives a cheerful, businesslike appearance, making renting easier, and pays a splendid return on the cost."

HARDWARE MARKETS

MONTREAL.

Montreal, Mar. 2nd.—There is practically no discordant note in the general hardware chorus that is heard just now, the only semblance of a grouch being heard on Wednesday morning from some member of the hockey league who had not forgotten the drubbing of the night before. Even his note is again attuned, however, with the prospects of the next week's games. Business is moving along in a most satisfactory manner, according to those who are in charge of the selling departments of the big local houses and their statements are amply borne out by the activities in the shipping rooms. The feeling is one of enthusiasm over what promises to be a good season. The demand is for general lines, and a new activity is shown this week in builders' requirments. Judging from the orders that are coming from all parts of the country, the outlook is for a good building year, although it is early to try to figure out whether the roseate prospects will take material form. Household utensils are also active in view of the near approach of spring and the annual household renovating. Orders for sporting goods have been entirely satisfactory, but for the most part they were for March and April delivery, and therefore have not yet been filled.

Household Utensils.—This is a seasonable line and is bringing a large share of the general trade. Demand is manifested in general goods, a few of which may be quoted, as they are of general interest. The prices range as follows: food choppers, from $9.00 to $15.00 per doz.; marmalade slicers, $1.35 each; bread makers, $18 to $24 per doz; ice cream freezers, 1 qt. $1.50, 2 qt. $1.65, 3 qt. $2.05, 4 qt. $2.50, 6 qt. $3.15, 8 qt. $4.00; cake makers, $18 a doz.; coffee percolators, $1.75 to $2.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz. list, Universal $37.75 per doz. list; Safety, $36.25 less 20 per cent. per doz.; Mrs. Pott's irons, plain 82½c per set, nickel plated 87½c per set, common sadirons, 4 to 7 lbs., $5.00 per cwt.

Spring Lines.—New business is coming in every day in spring lines and orders for other goods are being looked for shortly. Refrigerators, lawn mowers, screen doors, hose sprinklers, etc., are moving nicely and the beginning of the demand for garden tools is also being felt.

Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamps, ½ to ¾ in., 25 cents a doz.; hose couplings, ½ to ¾ in., $1.00 a doz.; lawn sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $24 a doz; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz; reels, 75 cents each and upward; garden wheelbarrows, $27 a doz. They are listed at 50 and 50 per cent. discount. Wire netting, hinges, etc., are being freely enquired for and business is good.

Lumbermen's Supplies.—There is a steady business in boot calks. Cant hooks and other articles are moving satisfactorily. Ball calks are quoted at $4.00 a thousand and heel calks at $4.25.

Contractors' Supplies.—Enquiries for contractors' supplies and builders' neccessaries are improving and orders are becoming much more numerous. The demand is for general goods and covers a wide range.

For the best quality of shovels and spades the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5.00 a doz.; crowbars are listed at $3.00 a cwt.; wheelbarrows, navvy common, $19 and up; navvy full bolted, $21 and up; drag scrapers, $5.75 and upwards. Trade in these lines at present is quite fair.

Sugaring Supplies.—Demand is still good for sugaring supplies, but it is beginning to be apparent that the retail trade have about completed their purchases and are prepared for the opening of the syrup season. Eureka spouts are quoted at $6.00 per thousand.

Bolts and Nuts.—A good trade is passing in this departemnt. Manufacturers are busy putting out their goods to meet the present demand. Quotations are, on carriage bolts, ⅜ and less 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Harvest Tools.—Trade is about the same as a week ago, but gives promise of a bright upward trend before long. The discount quoted is 50 and 5 per cent.

Wire.—There is a good demand for the different varieties of wire fencing and the outlook is encouraging. Prices quoted are: barbed wire, $2.05; plain twist, $2.55; galvanized wire, $2.25; base coil fencing (9) $2.30; (12) $2.45; staples, bright, $2.60; galvanized, $2.85.

Sporting Goods.—The number of orders for sporting goods is most satisfactory. Baseball and tennis goods, fishing tackle, guns and ammunition and other lines are in good demand. The majority of the orders were for March and April shipment and have not yet been sent out. Some of the houses are showing a splendid assortment of fishing tackle, and the quality noticeable is probably one of the reasons for the good demand.

TORONTO.

Toronto, March 3.—Business is reported to be very good in most lines. There is a noticeable stir in spring goods and household lines are also on the move now. A steady tone is noted all around and prices are remaining stationary.

Now that the convention is over, it is anticipated that business will show a steady revival. The dealers have returned to their stores brimful of good ideas and enthusiasm and are now, for the most part, plunged into preparations for the spring trade.

Seasonable Lines.—There is a splendid demand now for spring lines. Housecleaning articles are moving well, such as stepladders, mops, wire, nails, vacuum cleaners, carpet sweepers, brushes and pails. Articles for outside use, such as spades, axes, drainage tools, etc., are very much in demand. Good sized orders are also being received for early summer lines, such as wire netting, screens, garden hose, hammocks, lawn mowers, sprinklers, refrigerators and ice cream freezers. Orders for winter goods are few and far between, all in receipt being clearly of the sorting up variety.

Builders' Hardware.—"There is every evidence of a splendid year in builders' hardware," declared a local salesmanager to-day. The demand has started strong and the increase is so marked that it is not difficult to perceive that later in the season will see a heavy rush of business. Reports from all section of the country are to the effect that a good building season is ahead. Lists of permits obtained from all parts of the country, bear strong testimony to this fact. Mechanics' tools are now going well, as are practically all varities of shelf hardware.

Stoves and Heating Goods.—The call is not heavy here, but there is every indication of big business in the spring. There is always a god demand for ranges and gass stoves during April and May, and the retailers are already making preparations for the spring trade. February was a good month, taking it all around. Business in heating lines opened strong, but the latter part of the month saw somewhat of a decline. Taking the returns for the whole month, the business was a shade better than during February, 1910.

Lumbermen's Supplies.—From northern points good sized orders are being received. Axes, canthooks, boom, chains and saws are in increasing demand.

Heavy Hardware. — The demand is growing and good orders are being filled for bolts and nuts. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½. Chain is inquired for and nails are being stocked heavily in anticipation of a brisk demand.

Sporting Goods.—There is still a slackness in this department. Hockey supplies are no longer in requisition and the demand for spring sporting goods is quite light as yet. Activity will be resumed, however, in the course of the next week or so.

The Western Hardware Market Situation

Trade in All Lines Increasing—Orders Promptly Filled From Large Stocks on Hand—Prices are Stationary.

Winnipeg, Mar. 2.—Trade in all lines continues to increase as the spring advances, and the smile on the faces of the wholesalers broadens as each successive order comes in. The general plan adopted by the smaller retail merchants throughout the west is to stock up once a year, then wait till the end of the year, when a taking of the stock is effected, and a new order sent out. January and February are the months for "stock-taking" and for filing orders. Supplies are then received and packed away on the shelves before April 1, so as to be in readiness for the opening of the spring season. This year, owing to the severe weather in January and the early part of February, trade was decidely handicapped, which has resulted in the work of the three months being packed into six weeks. Large orders are being received every mail for all general lines, which on account of the large stocks on hand, are easily filled and shipped forward at once.

No change whatever has taken place in prices. The market remains exceptionally strong for all lines, and especially for solder and tin plates, which are on the advance. Stocks of barb wire are fairly large, which is a decided advantage, as orders this spring from the newer districts are exceptionally heavy. Quotations are as follows:

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.83; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾oz., $4.80; Queen's Head, 28, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in., $17.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; $4.75; No. 16, $5.

No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base $25.75 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — 1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $2.95; plain twist, $3.25; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15,

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

Factories are all hard at work turning out supplies for orders which continue to increase in quantity and size as the spring draws nearer. Trade is exceptionally active for all lines which are in great demand. Linseed oil and turpentine remain firm at the advances of last week, and from the general outlook a further advance might be expected at any time, although some wholesalers predict that for the present at least the high point has been reached. Prices quoted are $1.25 per gal. for turpentine; $1.25 per 9 lbs. for raw linseed oil, and $1.28 per 9 lbs. for boiled; lead, $6.50 per cwt. for decorative pure, and $6 per cwt. for H.P.; $3.40 per cwt. for putty in bladder casks, and $2.75 in bulk casks.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18½c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 23½c, Keystone Special, 18c, Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

NEW WAREHOUSE FOR VANCOUVER JOBBERS.

The business of Wood, Vallance & Leggat, at Vancouver, has outgrown the old premises of the firm, and a large three storey building has been erected to store their iron and other heavy goods. We understand that it is the intention to add to this already well-stocked building in the near future, and also to erect another similar edifice, which will be one of the finest on the coast.

In the interim, much is being done in the way of alterations to the old building in order, if possible, to relieve the congestion during the summer "Cassiar rush." Carpenters have been at work for some time past remodelling and altering the offices and warehouses. The most marked change is apparent in the packing room, where prior to the new order of things, orders were thrown on the floor.

Now, large and commodious benches have been erected meaning more expeditious and accurate despatch of orders, combined with a marked falling off in the use of flowery invective and a diminution of backache on the part of the "order clerks," "checkers" and "packers."

Window Competition at Peterboro

A Good Educational Feature of the Convention — Prize Winning Windows Illustrated and Described — Keen Interest Shown in the Contests—Importance of Good Window Dressing.

Beyond a doubt, the hardwaremen of this country are rapidly awaking to the importance of good window displays as productive of more business. This, and the noticeably increased interest they are taking in newspaper advertising, are two very good signs that they are equipping themselves to hold their own against the encroachments of department stores and mail order houses.

The window competitions conducted during the Convention of the Ontario Retail Hardware and Stove Dealers' Association at Peterboro aroused a great deal of critical interest, and, at almost any time of the day, delegates might be seen in front of the various hardware stores, taking mental notes of the methods employed by the contestants.

Visiting Delegate Won Prizes.

It had been announced that hardwaremen or clerks from outside Peterboro, who wished to compete, would be accommodated with windows in the local hardware stores, and allowed to take any goods they wished, out of the stock. Taking advantage of this arrangement, E. A. Whitten, of Bracebridge, competed in two of the contests. He captured second prize with his paint window, and first prize on his display of stoves and household goods. He was unable to compete in the first contest for the best tool window, as arrangements had not, at that time, been completed for the use of the windows by visiting delegates.

Excellent Tool Windows.

The tool windows shown by the Peterboro Hardware Co. and Kingan Hardware Co., were both splendid samples of window dressing. The first prize was won by C. H. McGibbon, of the former company, while H. J. Hanwell, of the Kingan Hardware Co. was awarded the second prize.

The first prize window was reproduced in last week's issue of Hardware and Metal. It displayed high-grade tools for the woodworker, a great variety of goods being shown in most attractive form. The hand-saws along the top of the display were the most noticeable articles in the window. There was a price ticket on everything shown in the window and some neat motto cards were also used.



Window Dressed by E. A. Whitten, Bracebridge, Winner of First Prize for Stoves and Household Goods.



Peterboro Hardware Co.'s Paint Window. Entered in the Convention Contest

Paint and Brush Displays.

To prepare an effective window display of ready mixed paints, is often the despair of the window dresser. There is, he will think, so little chance for displaying any originality, and he will then proceed to build up the conventional pyramid of paint cans.

The paint window competition held during the convention of the Ontario Retail Hardware and Stove Dealers' Association, brought out some good ideas in the effective arrangement, and readers should secure valuable suggestions from the illustrations of the Prize Paint and Brush Windows, shown with this article.

This First Prize window was dressed by H. J. Hanwell, of the Kingan Hardware Co., on the George St. frontage. Along the foot of the window, are small glass jars and other receptacles, containing the different ingredients of ready mixed paint. A ribbon attached to each of these, connected them with a gallon tin of "English" Liquid Paint, above which was a placard bearing the word "Result."



Paint Window Dressed by H. J. Hanwell, of Kingan Hardware Co. Winner of First Prize in Paint Window Competition.

The jolly old man who has become familiar through the advertising of Brandram-Henderson, is very conspicuous in the widow, while, in place of price tickets being attached to each article, there is a large ticket right in the centre of the display, giving a price list of standard size packages of the paint exhibited. Two gracefully draped Union Jacks set off the window, which won a great deal of favorable comment from the delegates who examined it.

Second Prize Window.

Second prize was awarded to E. A. Whitten, Bracebridge, who had dressed a window in Best Stove Co.'s store. This was a window of Martin-Senour paints, and it was dominated by a large figure of "The Man Behind the Brush," which appeared in the background. The same figure, on a smaller scale, was repeated in other parts of the window at the back of the back of the window, and on the right hand side, was a large framed color card, and, at the left, a guarantee printed in large plain characters. All over the background were pasted small labels bearing the words, "The Martin-Senour paint, 100% pure."

The different products of the company were displayed in neat pyramids, of standard sized packages, each being surmounted by a large gallon tin. A few paint brushes were shown in front.

Good General Effect.

The window shown by the Peterboro Hardware Co. in this contest, was well laid out, but some of the details had not been very carefully looked after, and, probably for that reason, the window did not come within the money.

Sherwin-Williams Paints and Boeckh's Brushes made up this window. Floor paints, exterior paints, and varnishes, were grouped in pyramids, each size and style, having a price ticket attached. The "Cover the Earth" sign of the Sherwin-Williams Co., was very prominent in the display.

Stoves and Household Goods.

In this contest, first prize was won by E. A. Whitten, of Bracebridge, and second prize by Ray Best, of Peterboro.

This time, Mr. Whitten had made his display in Higgins Hardware Co.'s window. The centre of interest was a "Canada B" Range, and a pun was made on the name of the range, in making up the motto "The 'Canada B' Range, cannot be Beaten. Price $50.00."

The oven door was open, and a pan of temptingly cooked bread was drawn partly out. On the stove were handsome nickelled tea kettle, coffee pot and tea pot, while a granite steamer, was in the warming oven. Kitchen trinkets such as toasters, graters, and egg beaters, were hung around the walls, convenient to the stove, while boilers, bread mixers and other utensils were arranged along the foreground. Beside the stove was a coal scuttle filled with coal.

APPOINTED REPRESENTATIVE.

Pratt & Lambert have appointed F. J. Butler as their Canadian representative, and in future Mr. Butler will have charge of the selling operations of the company in this country. He will make Toronto his headquarters, and will have offices with Stewart & Wood, York street. J. V. O'Donnel, traveling representative in Ontario, will be associated with him.

Mr. Butler was in charge of the Pratt & Lambert exhibit at Peterboro, and while there made the acquaintance of a great many in the trade. He speaks most highly of the convention and believes that splendid results will be obtained from the opportunity thus presented for members of all branches of the hardware trade to meet together on a common footing.



Paint Window Dressed by E A Whitten, Winning Second Prize in Convention Contest.

Floorglaze—the high-polish, quick-drying covering for things indoors and out; M. L. Pure Paints—long lasting, for everything paintable; Elastilite Varnish—durable and brilliant; this is the trilogy that builds permanent business for paint dealers.

Floorglaze

M. L. Paints

Elastilite Varnish

Imperial Varnish and Color Co., Limited
8-24 Morse St., Toronto

For Your "Best" Trade

Sample tins and prices on application.

Stocks at 106 Princess St., Winnipeg and 527 Beatty St., Vancouver

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	"Taxite"
International Varnish Co, Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapco"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company 100 William Street NEW YORK, N.Y.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Mar. 2.—The feature of the week has been the publication of the Paris green schedule of prices for the coming season. It will be noticed in glancing over the appended list that quotations are lower than last year. Already a large quantity has been booked and recently the number of shipping orders has given quite a fillip to the trade. General business has not been over brisk although it is quite encouraging. Travelers report that a large number of hardware men in Ontario were absent from their stores probably attending the convention in Peterboro.

Linseed Oil.—Last week it will be remembered that the upward tendency in linseed oil seemed to be checked and for the present the pendulum is apparently swinging the other way. Offers of oil are being extended more freely but such is the demand and stocks being so extremely low, any tendency towards a slump in prices seems to be checked. Locally quotations are down three cents per gal. the price being $1.14 for raw and $1.17 for boiled, per gal. These quotations are for one to four gallons.

Turpentine.—The turnover is not at all heavy but the stocks in store are so light that holders are taking advantage of what little enquiry exists to mark up their quotations from two to three cents per gal. The price of turpentine for single barrels is now $1.17 per gal.

Paris Green.—The price list on Paris green has just been issued and a careful perusal will show that the present quotations are slightly lower than last year. Some irritation has been caused by figures not being available earlier, but it is only now that the state of the chemical market enabled makers to issue their lists with any degree of confidence. Any dealers who have not yet booked their orders should do so at once. The quantity offered will be limited to the usual call which experience shows exists in the Dominion and any increase in the acreage of planting potatoes would provoke a shortage, perhaps keener than that which existed last summer.

We append price list of Paris green, f.o.b. Montreal: In barrels, about 600 lbs., 17c. per lb.; in arsenic kegs, 250 lbs., 17¼c. per lb.; in 50 lb. and 100 lb. drums, 18¼c. per lb.; in 25 lb. and 100 lb. drums, 18¾c. per lb.; in 1 lb. packets 100 lbs. in case, 20¼c. per lb.; in 1 lb. packets, 50 lbs. in case, 20¾c. per lb.; in ½ lb. packets, 100 lbs. in case, 22¼c. per lb.; in 1 lb. tins, 100 lbs. in case, 21¼c. per lb.

TORONTO.

Toronto, March 3.—The paint and oil market is characterized by more activity. Orders are still small but are much more numerous, indicating that necessity must assert itself despite the prevailing prices. Conditions are fairly satisfactory at the present time but the volume of business to date this year is rather below what had been hoped for, awing to the slackness during the early stages.

Prices have remained stationary, despite fluctuations elsewhere. The only change quoted is in Paris green, where a reduction of one cent has been made. Rumors are heard of advances in white lead but so far nothing has been done.

Linseed Oil.—There has been a slight decline in the British market, but it has not been of sufficient size to affect the local price. English oil could not arrive in Toronto—if bought at once—sooner than the middle or latter part of April. Before that time the Canadian crushers may have been able to secure seed; so that the British price does not exercise a direct effect on the local quotations. However, one local house has dropped the price of oil and is quoting $1.15 for raw and $1.18 for boiled. The rest of the manufacturers and supply houses, almost without exception, are holding to the former price, $1.20 and $1.23 for less than 5-barrel lots. Some dropped the price temporarily, but had to go back and it is not impossible that all will be found at the original price in the course of a few days—or hours.

As stated before, orders are pretty much of the hand-to-mouth variety. Nevertheless, as the season is getting close when painters will begin work, the retailers are getting anxious for spring shipments and the jobbers report a more active demand than for the past month.

Turpentine.—The price of turpentine remains stationary at $1.20 and, as the local market is almost devoid of stock, there seems to be every prospect of it staying firm for some time yet. The continued shortage here is occasioned by the reluctance of the jobbers to order at the present price. Reports from Jacksonville and Savannah indicate that stocks there are still very low and that, up to the present, new supplies have been very backward in coming forward. Letters received here from Savannah indicate that they have been experiencing a cold snap for the past few days, which is bound to retard the collection of gum in the bush. Anxiety is expressed on the score of the weather as any delay cannot help but prove detrimental at the present time.

Rosin.—The price has remained stationary, the demand being light.

White Lead.—The writer was informed the other day by one in a position to judge the market with some degree of accuracy, that white lead would see an increase inside of twenty-four hours. The increase did not come but there were rumors heard on all sides of price changes in this commodity. At time of writing, the price holds firm but it is impossible to say what the near future may bring forth.

Varnishes and Japans.—No changes are noted in price, although a number of manufacturers are still withholding quotations. Speculation on the probable course of events in regard to varnish is not as general, but it is generally conceded that advances are by no means unlikely.

Petroleum.—Prices for refined oil stand firm as follows: Canadian prime water white, 12½c.; United States water white, 14c.; Pratt's Astral, 16c. The market is strong with a good demand in evidence.

Paris Green.—A reduction is announced in Paris Green, the new quotations standing: Drums, 50 and 100 lbs, 18¼c; packets, 1-lb, 100 in case, 20¼c; packets, ½-lb, 100 in case, 22¼c; tins, 1-lb, 100 in case, 21¼c.

ADULTERATION OF OIL AND TURPENTINE.

On account of the high prices of linseed oil and turpentine that have been prevailing for some time, the opinion has obtained that there is a greater tendency to adulterate these oils. Likewise there have been rumors concerning comparatively obscure companies to the effect that the linseed oil and turpentine they were offering the trade as genuine, were in reality adulterated.

These were points dealt with by J. A. Naud, of the Martin-Senour Co., Ltd., Montreal, in an address to the hardware section of the local branch of the R.M.A. at their meeting on Thursday, Feb. 23rd. He stated that he knew retailers who had purchased certain linseed oil and turpentine believing them to be genuine. They had purchased in good faith and would of course sell in good faith, unless their attention were drawn to the character of the goods they had secured.

This question comes home to all the prominent paint and oil companies who are desirous to maintain their reputations for quality. If they sell these retailers white lead which they know is absolutely pure, and this lead is mixed with an adulterated turpentine or linseed oil it is quite evident that the mixture is not going to prove satisfactory to the retailer's customer. The trouble may not be immediate but it is bound to come back to the retailer, and the manufacturer may very likely suffer, although entirely innocent. This was one of the simple methods mentioned by which adulterated linseed oil and turpentine sold to a customer might bring a loss of prestige and trade to the retailer.

Because of the cost of these two necessaries, an attempt to keep down the price is to be expected from some, and the only way is to reduce the quality of the materials used, especially when it is these materials in their pure form which are so dear. Mr. Naud said there was no real substitute for either of these oils. He knew, he continued, several concerns who were selling an article supposed to be pure, and which they guaranteed and invoiced as pure goods. These concerns were practically unknown up to within a few months ago.

How to Detect Adulteration.

Mr. Naud then detailed methods of detecting adulterations in both linseed oil and turpentine, first mentioning the most common adulterants used with these oils. Apart from a chemical analysis and others, he referred to the taste test, by which petroleum or coal oil is detected by merely tasting either the linseed oil or turpentine in question. Petroleum was largely used as an adulterant.

There was considerable discussion on the address, some of the members having purchased, so it was said, from the concerns referred to. The latter have in the past offered to pay the cost of an analysis, and a resolution was passed to the effect that every dealer should demand the test, and, if the oils showed adulteration, they should be returned to the companies, their money demanded, damages claimed and in addition, the difference in the cost of the pure oils now and when those in question were purchased. Considerable interest is being taken in the matter as it is understood that there is ample grounds to prove adulterants were used.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

Why Experiment when you don't have to?

You can settle the question of quality in paint for yourself and your customers at once and for all time, by handling a paint bearing a formula guarantee showing it is made on a white base of 70% pure white lead and 30% pure white zinc—100% pure paint.

This is the guarantee on every can of B-H "ENGLISH" PAINT.

And all this large percentage of white lead is Brandram's B.B. Genuine---The standard of the world. We are in a position to use this large proportion of white lead because we are corroders and grinders of white lead---the only paint makers in Canada who corrode and grind white lead.

You recognize, and your customers recognize, that this guarantee formula means the highest grade of goods that can be made. It settles the question of quality—and quality counts.



Highest quality paint brings customers, brings them back again—and their friends with them.

Highest quality paint gives you confidence, and your clerks confidence, to go after business and to get business.

Write to-day for dealers' price list and data on the 1911 advertising campaign back of B-H "ENGLISH" PAINT. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	0 08 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 2[illegible]
Tubing, iron pipe size, 1 inch base	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 50
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48"	14 x 60"	23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	17 75	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (8oo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2 Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll.	4 50	5 00
Sheets, 3 to 6 lb ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	26½
Wiping	0 22	0 23

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 1.0 lb. $46 00 44 45

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50 5 75
I X, 14x20 base	6 50 6 75
I X X, 14x20 base	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes
Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25 7 35
" " 26 "	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No 17, $4 90; No 18, $3; No. 19, $2.70; 6 wire solid line, No 17 $4 45; No 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No 13, $2.60; No. 19, $2 90 F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22, $7.35; No. 23, $7.65; No. 24, $8; No. 25, $9; No 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal—100 lbs., Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, 8 .30; 10, $2 80; 11, $2. 5; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5c extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb hanks 75c., in ¼-lb. hanks $1

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge ground	0 5
" flaked	0 0 ½
Green coperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red 1-lb tins pure	0 09
Chrome yellow, pure	0 13
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

GLUE

French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" golden sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" white glue		0 12
" 100 flake	0 10	0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.O.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 80
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 00



Name and Design Registered.

Patented 1910

BRUSH QUALITY

is one of the most important features which interest the Practical Painter. You supply him with the best quality of Paints, Oils, Colors, etc. Why not the equivalent in Brushes? Good work cannot be done without them.

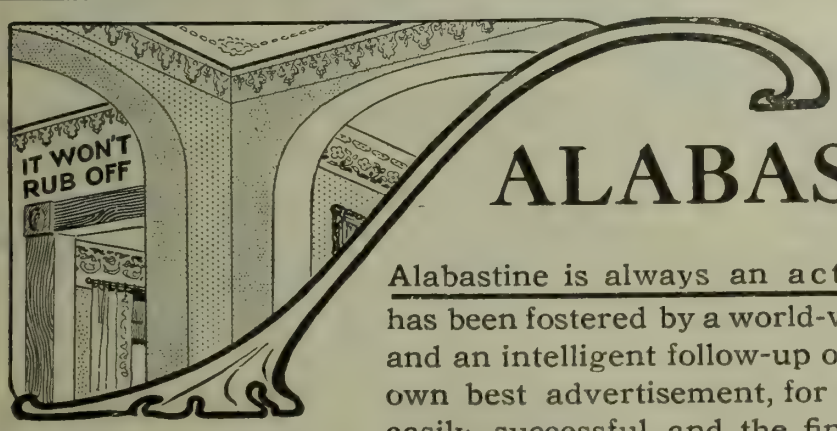
Boeckh's "Steel Grip" Painters' Brushes

are so made as to permit of an even, easy flow of the Paint or Varnish, and the Bristles are held firmly by the Compressed Nickel Ferrules, thereby preventing shedding of the Bristles. Made in Oval or Flat.

Write for full particulars.

The Boeckh Bros. Company, Ltd.

Head Office, - - - Toronto, Canada



INCREASE YOUR ALABASTINE SALES

Alabastine is always an active stock. The Demand has been fostered by a world-wide campaign of advertising and an intelligent follow-up of circulars. Alabastine is its own best advertisement, for even with home labor it is easily successful and the finish is clean and beautiful.

HERE'S OUR NEWEST IDEA

We will suggest up-to-date, artistic, color treatment for the homes of your prospective customers, sending them colored sketches showing what the tinted walls will look like, thus aiding you to make the sale. After they have purchased the Alabastine we supply them with stencils free, making artistic effects and pleased customers certain. If you have not our Information Blanks and Free Stencil Circulars, write to-day for a supply.

PUT US IN TOUCH WITH YOUR CUSTOMERS

This plan makes new business

The Alabastine Co., Limited

PARIS, ONTARIO

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	4 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.		0 12½
U S. Water white "		0 14
U.S. Pratt's astral "		0 16
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turnentine, single barrels	1 12	1 20
Wood Turpentine		0 80
Linseed Oil, " raw	1 11	1 20
" " boiled	1 14	1 23
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	3 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
" Kyanize" Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 95
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 85
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 60 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount 2 per cent, 30 days; nett extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 30c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7
Nuts, square, all sizes, 4½c per lb. off.	
Nuts, hexagon, all sizes, 4½c per lb. off.	
Stove rods, per lb., 5½ to 6c.	
Stove Bolts 80.	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	95
2 Ply complete, per roll	1 15
3 "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an ' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	33 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $8; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" " "	5 28
" " "	7 26
" " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	5 06
Sledge, Masons, 5 lbs. and over	5 06
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ⅜-inch per gross	9 00
" " ½ " "	10 00
" " ⅝ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1½ "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.		
Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		5 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.25; No. 2260, $19.55; No. 2275, $21.35; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
⅜ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS

White Mountain, 50 p.c.

Amatite ROOFING

Amatite is inexpensive, easy to put on, requires no care or attention or expense afterwards, and gives excellent durability.

Ordinary smooth roofing requires painting every year or two at considerable expense and trouble. Amatite, however, has a mineral surface which *requires no painting.*

Use Amatite for every roof where you want to save expense. It is the most economical solution of the whole roofing problem.

Amatite Roofing requires no skilled labor to apply; it costs no more (in fact much less) than other roofiings; and the fact that it requires no painting makes the total expense far below that of any other type of roof covering.

You can use Amatite for every kind of steep roofed building. We supply galvanized nails and liquid cement for the laps free of charge.

Send for free sample and booklet. Address our nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

THE SUCCESSFUL DEALER gives the best value to the CONSUMER for HIS MONEY.
He should be able to advise his customers as to the material suited to their requirements under local conditions.
When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customer FAST by increasing his buying power; thus each party profits by it.
OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT
JOLIETTE AND CYCLONE SHEATHING

We also make a fine variety of wrapping papers.

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

Say, Brother Hardwareman

did you know that we manufacture the most complete line of

CUTLERY

in the world? The "Clauss" Shear Company can supply all your needs and will help to sell your goods by their insistent consumer advertising. Our Natural Gas Process produces a blade with a perfectly tempered edge. Our catalogue cannot help being of value to you! Send for it.

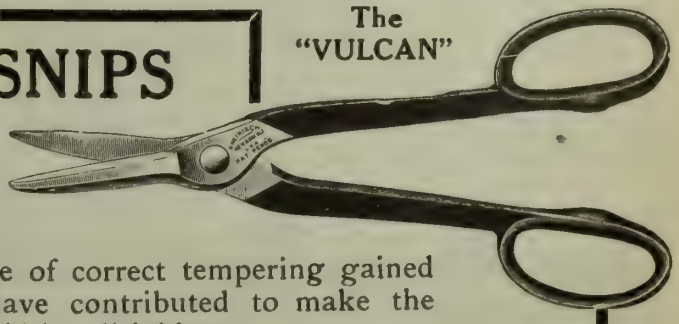
TINNERS' SNIPS



CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

HEINISCH TINNER SNIPS

The "VULCAN"



Cut illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world. Sold by all jobbers.

TAILORS' SHEARS

R. Heinisch's Sons Company

Newark, N.J., U.S.A.

TRIMMERS SCISSORS

HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.
Can openers, per doz..... 0 40 0 75
Mincing knives per doz 0 50 0 90
Potato mashers, wire, per doz... 0 60 0 70
" " wood " .. 0 50 0 60
Vegetable slicers, per doz 2 25
Universal meat chopper, No. 1.. .... 1 15
Enterprise chopper, each 1 80
Spiders and fry pans, 50 and 5 p.c.
Star Al chopper 5 to 32 ..... 1 35 4 10
" " 100 to 103 ..... 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from..... 12 00
Axes, dozen, from..... 6 50
Axe handles, dozen, from..... 1 15
Cross cut saws, per foot..... 0 25 0 43
Axe wedges, dozen..... 0 25
Ball and heel calks..... 4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz..... .. 1 25
Carpenters', round hickory, 6 in., per doz 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz..... .....15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste..... .... 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz..... .... 1 20 1 50
Folding ironing boards..... 16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¼—1½ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3¾—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers ....per 100 lb..... .... 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada lver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each.....		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety....		9 00

ROPE AND TWINE.

Sisal rope.....	0 08½
Pure Manilla rope.....	0 10½
"British" Manilla.....	0 09
Cotton, 8-16 inch and larger	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅝ and upwards, 9c.; under ⅝, 9½c.

Lath yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet ..... "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb...	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.....	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
ivory, No. 1282, 2 foot, each..... ..... 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 75
" No. 50, nickle-plated, " 0 80
" handles, japaned, per gross 8 40
Common, plain..... 4 25
" plated..... 5 50
Asbestos, per set..... .... 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb..... 2 25
Sectional, ½ lb. each, per 100 lbs..... 2 40
Solid, 3 to 30 lbs..... ..... 1 55

SASH CORD.

No. 8, per lb..... ..... 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand. 15 per cent
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style.....	8 10
Beaver window screens, 14x18, open 28½ inches.....	1 60
Perfection window screens, 14x15, open 22½ inches.....	1 80
Model window screens, 14x22, open 36½ inches.....	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright.....	80 and 10
" F.H., brass.....	75 and 10
" R.H., brass.....	70 and 10
" F.H., bronze.....	70 and 10
" R.H., bronze.....	65 and 10
Drive screws.....	85 and 10
Set, case hardened.....	60
Square cap.....	50 and 05
Hexagon cap.....	45

Bench, wood, per doz..	$5 00	
" iron, per doz.....	4 25	

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES

Poultry netting, 100 lbs..... .... 5 70
Bed, 100 lbs., No. 14 .... 6 75
Blind, per lb 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co', 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 62
7 inch..... " "		8 18
Nestable, 40 per cent.		

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch..... "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock..... 16 75

STONES—OIL AND SCYTHE.

Washita.....per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe .....per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each....	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821....	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)	Doz
Out O' Sight Mouse Traps.....	60
" " Rat Traps....	1 20
Easy Set Mouse.....	0 45
" " Rat.....	0 95
Blizzard Mouse Traps.....	0 45
" Rat Traps.....	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Choakers.....	0 80

VISES

Per pound.....	0 12	0 12½
Hinged pipe vise, 25 lbs.....		3 55
Saw vise.....	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario.....	41 25
Round, re-acting, per doz.....	73 75
Square, re-acting, per doz.....	77 50
Dowswell.....	52 50
New Century, Style A.....	101 25
Ideal Power.....	180 00
Daisy.....	73 25
Stephenson.....	74 00
Puritan Motor.....	165 00
Connor, improved.....	52 50
Ottawa.....	55 00
Connor Ball Bearing.....	112 50
Connor Gearless Motor Washer.....	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz...	47 75
Eze, 10 in., per doz.....	46 75
Ricycle, 11 inch.....	60 50
Trojan, 12 inch.....	100 00
Challenge 3 year, 11 inch.....	53 25
Ottawa, 3 year, 11 inch.....	58 25
Favorite, 5 year, 11 inch.....	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen.....	21 20
Garden, steel wheel, dozen.....	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.....	0 70
" " " 34 in.....	1 00
" " " 36 in.....	1 25
" " neckyokes, 36 in.....	1 05
" " doubletrees, 40 in.....	0 95
" " lumbermens, 44 in....	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

The Weather PAINT



Does your customer ever ask you, "Will it stand the weather?" Many a paint trade depends on just how honestly you feel like answering that question.

You may answer "sure!" or you may say "I think it will!" but will it?

There is always a guarantee that goes with

RAMSAY'S PAINTS

that makes you quite easy on that point, with a seventy year reputation behind it for paint made for Canadian homes, made in the right way to withstand the rigours of our climate, and made so that every dealer can make his profit comfortably, backed up by sensible advertising.

Let us help you in the paint business We have a whole lot of splendid paying lines.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

INGOT TIN

"STRAITS" **"LAMB & FLAG"**

LOWEST MARKET PRICE. PROMPT SHIPMENT

Enquire first at "The Metals House"

A. C. LESLIE & CO., LIMITED

MONTREAL



Send for this 62-page booklet on newspaper advertising for the retail paint store.

If you are a paint merchant looking for new ideas for advertising in your local papers, write for this booklet, which has been prepared to help the Sherwin-Williams Agent build up a large and profitable paint and varnish business.

The book contains advertisements on practically every Sherwin-Williams product sold through the Agent, including Varnishes, Enamels, Paints, Stains, Linseed Oil, Paris Green, etc. Most of the ads. are attractively illustrated, showing the use of the goods, and the copy is strong and convincing. The ads. were all prepared by experienced paint and varnish advertising experts who know your problems and how best to deal with them.

It also contains a number of clever suggestions for stationery, shipping and package tags, stickers and special seasonable advertisements.

We furnish electros of any of these ads. free to S-W Agents. If you are contemplating undertaking a paint Agency in your town, write us now for this book and see how effectively we co-operate with the S-W Agent to insure his greatest success. Ask for the B-57.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Alabastine Co ... 49
American Shearer Co. 20
Anthony, M. B. 20
Armstrong Bros. Tool Co. 21
Atkins & Co., E. C 17
Atlas Mfg. Co. 21
Aylmer Pump and Scale Co. inside back cover

Banwell Hoxie Wire Fence Co. 1
Barber Asphalt Paving Co. 23
Barnett, G. & H. Co. outside back cover
Barton Netting Co 17
Belleville Hdw. & Lock Mfg. Co., Ltd. 79
Bemis & Call Hardware and Iron Co. 70
Bigsbey & Sons, W. T 63
Bissell Carpet Sweeper Co. 13
Boeckh Bros. 49
Bosse & Banks 20
Booth-Coulter Copper & Brass Co. 70
Bowser, S. F., & Co., Ltd. 61
Bradstreets 70
Brandram-Henderson, Ltd. 47
British American Assurance Co. 73
Brown Boggs Co., Ltd. 67
Buffalo Mfg. Co. 76
Burrow Stewart & Milne Co., Ltd. 18

Cameron & Campbell 21
Canada Cement Co. 68
Canada Foundry Co. 72
Canada Glue Co. 11
Canada Metal Co. 20 68
Canada Paint Co. 55
Canada Steel Goods Co. 8
Canada Wire Goods Mfg. Co. 72
Canadian Copper Co. 19
Canadian Hart Wheels 20
Canadian Sales & Mfg. Co. 21
Cane & Sons, Wm. 27
Caverhill, Learmont & Co 5
Cavers Bros. 73
Chadeloid Chemical Co. 45
Cheney & Son S. 20
Chicago Flexible Shaft Co. 16
Chicago Spring Butt Co. 1
Christy Safety Razor Co., Ltd. 25
Clauss Shear Co. 51
Collins Mfg. Co. 20
Connor, J. H., & Son 69
Copp, W. J., Sons & Co. 21
Covert Mfg. Co. 21
Cowan & Britton 71
Cummer Dowswell, Ltd. 11

Davidson, Thos., Mfg. Co. 8
Directory of Manufacturers 20 21
Disston, Henry, & Son 9
Dominion Belting Co 72
Dominion Cartridge Co. 18
Dominion Roofing Co., Ltd. 26
Dorken Bros. outside front cover, 63
Dougall Varnish Co. 19

Enterprise Mfg. Co. 64

Fenn Mfg. Co. 78
Ford Auger Bit Co. 72
Frothingham & Workman, Ltd. 4

Gendron Mfg Co. Ltd. 69
Gibb, Alexander 20
Gilbertson, W., & Co. 19
Gillette Safety Razor Co. inside front cover
Gipe Carrier Co., The 73
Goodell-Pratt Co 24
Goodhue & Co., Ltd., J. L. 72
Greening, B., Wire Co. 18
Griswold Mfg. Co 81
Grove Chemical Co. 73
Gutta Percha & Rubber Mfg. Co. outside back cover

Hamilton Cotton Co. 57
Harrington & Richardson Arms Co. 66
Harris, J. W., Co. 74
Heinisch, R., Sons Co. 51
Hohlfeld Mfg. Co. 66
Household Convenience Co. 23
Howland, H. S., Sons & Co. 7
Humphreys, W. R., & Co., Ltd. 26
Hutton, Jas., & Co. 72

Imperial Varnish and Color Co. 45
International Tool Co. 61
International Varnish Co. 60

James & Reid 21
Jardine, A. B., & Co. 19
Jenkins Bros. 75
Jenkins & Hardy 21
Jones & Atwood, Ltd. 22

Kyle, P. 20

Laidlaw Bale Tie Co. 17
Leslie, A. C., & Co. 53
Lindsay, Chas. 21
London Foundry Co. 76
London Bolt and Hinge Works 20
London Rolling Mill Co. 55
Lufkin Rule Co. inside back cover
Lysaght, John outside front cover

McArthur, Alex., & Co. 51
McClary Mfg. Co. 10
McDougall, R., Co. 79
McGlashan-Clarke Co., Ltd. 75
MacLaren & Co. 78
McKinnon Chain Co. 71

Magnolia Metal Co. 24
Martin, L. Co. 61
Martin-Senour Co. 59
Maxwell, D., & Sons 17
Mayo & Brown 20
Meaford Wheelbarrow Co. 64
Metal Shingle and Siding Co. 16 73
Metal Stamping Co. 15
Metallic Roofing Co. 2
Mitchell & Co., David 20
Moore, Benjamin, & Co. 61
Morris & Bailey Steel Co. 17
Morrison, James, Brass Mfg. Co. 12
Myers & Bro., F. E. 70

National Hardware Co. 74
Newman, W., & Sons 20
Newmark, Louis 18
Nicholson File Co. 25
Nickel Plate Stove Polish Co. 73
North Bros. Mfg. Co. 1
Nova Scotia Steel and Coal Co. 70

Oakey, John, & Sons 19
Oneida Community 14
Ontario Lantern & Lamp Co., Ltd. 71
Onward Mfg Co 27
Otterville Mfg. Co. 72
Owen Sound Wire Fence Co. 69

Parker Wire Goods Co. 73
Parmenter Bullock Co., The 20
Paterson Mfg. Co. 51
Pearson, Geo. D. & Co. 21
Pease Foundry Co. 57
Peterborough Lock Co. inside back cover
Pilkington Bros. 62
Pinchin Johnson & Co., Ltd. 61
Pink, Thos. 77

Ramsay, A., & Son Co. 53
Robertson Mfg. Co., Ltd., P. L. 73
Rogers Son & Co., Hy. 24
Ross Rifle Co. 80

St. Mary's Wood Specialty Co., Ltd. 26
Salyerds, E. B 65
Samuel, M. & L., Benjamin, & Co. 76
Schuchardt & Schutte 64
Seymour, Henry T., Shear Co. 70
Sharratt & Newth 21
Shaw, A., & Son 21
Sherwin-Williams Co. 53
Sheet Metal Products Co. 2
Shurly Dietrich Co. Ltd. 62
Simonds Canada Saw Co. 79
Slocomb Co., J. T 65
Sonne, Thos., sr. 20
Spear & Jackson, Ltd. 65
Standard Chain Co 79
Standard Paint and Varnish Co. 57
Stanley Mills & Co. 19
Stanley Rule and Level Co 12
Stanley Works, The outside back cover
Star Mfg. Co. 68
Steel Co. of Canada, Ltd. 6
Stevens-Hepner Co. 74
Stewart Mfg. Co., Jas., Ltd. 18
Still, J. H., Mfg. Co. inside back cover
Stratford Mfg. Co. 69

Taylor-Forbes Co. outside front cover
Thompson, E. & S. H. outside back cover
Tobin Arms Mfg. Co., Ltd. 9
Toronto Plate Glass Importing Co. 21
Trewhilla Bros 20

Valor Co., Ltd., The 74

Want Ads. 58
Watson Mfg. Co., John 21
Western Assurance Co. 70
Western Distributors, Ltd 10
Western Wire and Nail Co. 21
White Mop Wringer Co. 19
Whitman & Barnes Mfg. Co. 77
Whitlock & Marlatt 20
Winnipeg Paint and Glass Co., Ltd. 55
Woodstock Wagon & Mfg. Co. 57
Wright, E. T., & Co. 63

CLASSIFIED LIST OF ADVERTISEMENTS

Advertising Cuts
Stanley Mills Co., Ltd., Hamilton, Can

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New Yor

Box Strapping
J. N. Warminton, Montreal

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kerr Mfg Co., Toronto.
McClary Mfg. Co., Toronto

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Carriers—Cash—Parcel
The Gipe Carrier Co., Toronto

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chaplets
S. Cheney & Son, Manlius, N.Y.

Churns.
Copper J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Hoyles, H. S. Sons & Co., Toronto
W. R. Humphreys & Co., Ltd., Sheffield, England
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Cycles
Hobart, Bird & Co., Ltd., Coventry, Eng.

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal.

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co., Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton



RETURNING FROM PETERBORO'

Samantha: "Well, Josh, it was a fine show."

Joshua: "Yes, indeed—I particularly admired the exhibit of the Canada Paint Company. That head of the New Zealand Chief carved in Varnish Gum was the best I ever saw; *by gum!*"

Samantha: "Did you see the Noiseless Soup Spoon in the hardware section?"

Joshua: "Yes, I thought of buying you one."

Samantha: "Now, you quit!"

Joshua: "The gentleman from the Canadian General Electric invited me to visit their works, but said the electricity would 'gee whiz' my watch, and my hair would stand on end."

Samantha: "You ain't got much."

Joshua: "That's so, but what I have is my own!"

Samantha: "Mr. Glucose, and the genial staff of the Canada Paint Company, were very kind. They showed me the lovely Chrome Yellows, the Wagon Paints, the beautiful Vermillions, the Handy Colors, the nice Enamels, the pretty Stains and brilliant Varnishes, all made in Canada by the Canada Paint Company. The color booklets were real sweet, and—"

Joshua: "Here's Port Hope, Samanthy. We change cars here."

(Exit Samantha and Joshua)

THE CANADA PAINT COMPANY LTD

FATHER TIME

is bringing it round again—the season for you to reap a golden harvest. Will you grasp the opportunity?

Martin-Senour 100% Pure Paint is leading all others.

Are you prepared to meet the early demand of your customers? No, then don't delay. Write us now, and make sure of prompt shipments.

THE WINNIPEG PAINT AND GLASS Co LTD
EVERYTHING FOR A BUILDING

EDMONTON - - - WINNIPEG

THE CALGARY PAINT & GLASS CO., LTD., CALGARY.

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Winnipeg

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Extinguishers
The Valor Co. Ltd., Birmingham, Eng.

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont
Charles Lindsay, Glasgow, Scotland

Fishing Tackle
Enterprise Mfg. Co., Akron, O.
Horton Mfg. Co., Bristol, Conn

Food Choppers
Enterprise Mfg. Co. Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & North, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc
Gendron Mfg. Co., Ltd., Toronto

Guns
Harrington & Richardson Arms Co. Worchester, Mass.

Hammocks
Hohlfeld Mfg. Co. Philadelphia
The J. E. Palmer Co., Middletown, Con.

Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont
Still, J. H. Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque
The Stanley Works, New Britain Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
E. B Salverda, Preston.
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lampblack
The L. Martin Co., New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern and Lamp Co., Hamilton, Ont
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor-Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Lights, Gas
Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co. Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co, Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadwick Chemical Co, New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Post Hole Augers
Fenn Mfg. Co., Charlotte, Mich.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Razors.
Christy Safety Razor Co., Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd, Toronto
Galt Art Metal Co., Galt, Ont.
McArthur Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co, Niagara Falls,
Meriden Britannia Co, Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd, Toronto

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
Kemp Mfg Co., Toronto
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
Kemp Mfg. Co., Toronto
McClary's, London, Ont.
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterworth Fdy. Co., Ottawa
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co. Galt, Ont.
Gurney-Foundry Co Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd., Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal
U.S. Steel Products Export Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co. Toronto
McDougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Waffle Irons
Griswold Mfg. Co., Erie, Pa

Washing Machines, etc.
J. H. Connor & Son., Ottawa Ont.
Cummer-Dowswell Ltd Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford, Ont

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Fence
Banwell Hoxie Wire Fence Co., Hamilton Canada

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

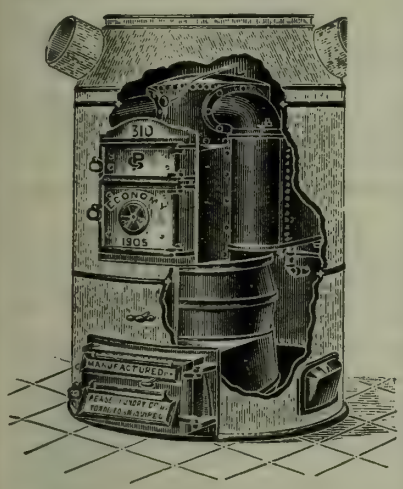
Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Genuine satisfaction is assured to every user of

NEW ERA PAINT

because it lasts longer, covers more surface and holds its color better than any other prepared paint.

Is not this the article you can handle with pleasure and profit? Write for our prices; they will interest you too.

Standard Paint & Varnish Works Co.
LIMITED
WINDSOR - - - ONTARIO



Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

Condensed or "Want" Advertisements

ARTICLES FOR SALE

FOR SALE—A set second-hand tinner's tools in good repair. Apply to JOHN DUFTY, Broadview, Sask. (12)

FOR SALE—A set of tinsmith's tools, in good condition. Box 1072, HARDWARE AND METAL, Toronto. (9)

BUSINESS CHANCES

FOR SALE—First-class hardware business for sale in the most thriving city in Canada, the largest banking turnover and pay roll of any place the same size. Ill health reason for selling. Box 1081, HARDWARE AND METAL, Toronto. (tf)

FOR SALE—Hardware, stove and tinsmith business of 50 years' standing in city of Kingston. The business is being offered as a going concern in connection with closing up of estate of late owner, S. J. Horsey (d ed Feb. 2nd). For particulars apply to R. W. HORSEY, 189 Princess St., Kingston, Ont. (9)

FOR SALE—General hardware business, located in one of the best farming districts of central Ontario. Two railways enter town, high school, etc. Stock and fixtures about $4,000; turnover $9,000. Good reasons for selling. Box 1080, HARDWARE AND METAL, Toronto. (9)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

FOR SALE—Hardware and tinsmithing in good Saskatchewan farming and coal mining district. Stock $4,000; turnover $10,000. No opposition. Box 1082, HARDWARE AND METAL, Toronto. (9)

FOR SALE—Fine new, clean, up-to-date stock of hardware stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE—In a thriving Ontario village, a fully equipped hardware, stove and tinware business, composed of eavetroughing, roofing, furnace work and plumbing. A full set of tools and no dead stock. Will sell stock and too's. Store leased. Stock $5,000, can be reduced if necessary. Owners have an interest in the West and can give possession at once. Box 1085, HARDWARE AND METAL, Toronto. (9)

WANTED—To buy, a hardware business in a growing town. Write, giving particulars, to Box 1084, HARDWARE AND METAL, Toronto.

SITUATIONS VACANT

TINSMITH—Experienced, able to take charge of this department. Expert on furnace work. Good position to capable man. The Best Stove and Hardware Co., Peterborough. (9)

WANTED—Tinsmiths and press hands at all times. Correspondence invited. E. T. WRIGHT & CO., Hamilton, Ont. (12)

WANTED—By wholesale firm, two young men with three or more years' experience in retail hardware business. Apply Box 2047, Winnipeg. (10)

WANTED—Experienced tinsmith, plumber and steamfitter capable of making estimates. Apply, with references and salary expected, to Box 1088, HARDWARE AND METAL, Toronto. (9)

WANTED—Two stock clerks and one pricing clerk in wholesale warehouse. Good openings for experienced men. Apply, stating experience and salary expected, to Box 2959, Winnipeg. (9)

WANTED—A tinsmith and plumber, one capable of laying out and figuring a furnace or bathroom job. State first letter age, nationality, experience, and with whom, if total abstainer, wages expected, if married and names of references. Correspondence confidential. Apply F. E. HENDERSHOT, Mount Forest, Ont. (9)

WANTED—An experienced salesman of good address, about twenty-five years of age, must speak and write English and French fluently. Wages $15 per week to begin with. Send references and photo if possible and state experience. SMITH & GAETZ, Red Deer, Alta. (9)

SITUATIONS VACANT

WANTED—Experienced and successful retail hardware salesman. Must be good stock-keeper and buyer. State full particulars, age, experience, etc., give references and send photo. Ability, energy, with lots snap very essential. Salary $1200 a year. THE MOOSE JAW HARDWARE CO., Ltd, Moose Jaw, Sask. (10)

MISCELLANEOUS

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governamental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

RETAIL MERCHANTS AND OTHERS WITH A limited correspondence will find it to their advantage to write us for catalogue of special bargains in rebuilt Typewriters. We have all the well-known makes, taken as part payment on the MONARCH, and at the prices we offer them they are remarkable bargains. THE MONARCH TYPEWRITER COMPANY, Limited, 46 Adelaide Street West, Toronto, Ont.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

SITUATIONS WANTED

ADVERTISER, age 34, specialist in artistic house furnishing hardware, is open for engagement where knowledge, capability and faithful services would meet with adequate remuneration. Box 1089, HARDWARE AND METAL, Toronto. (9)

AS JUNIOR HARDWARE CLERK, by a young man of good ability and character; has had practical experience in temporary positions. Wishes to learn hardware business. Well educated. Good references. Box 103, Woodstock, Ont. (9)

A HARDWARE SALESMAN, desiring to leave the road, wishes to obtain at once an active interest in such business in Western Canada. Can offer in exchange or as security equity to the value of $10,000 in first-class Western lands. Correspondence solicited. Address Box 1083, HARDWARE AND METAL, Toronto. (7tf)

HARDWAREMAN, nineteen years' general experience, reliable, trustworthy, capable, energetic, accustomed to taking charge, desires position of trust and responsibility. Best references. Box 1090, HARDWARE AND METAL, Toronto. (9)

AGENCIES

AGENCIES WANTED for New Brunswick, by a young and progressive firm with good connections and references. Apply KINNEAR & CO., Manufacturers' Agents, Box 168, St. John, N.B. (10)

BRITISH AND CONTINENTAL Buying and Sales Agency, Metals, Hardware, Chemicals, Paints, etc. Englishman (established in Birmingham) with wide merchant and export experience in above and allied trades, is open to negotiate with first-class firm to act as Buying or Selling Agent. Advertiser is thoroughly acquainted with best British and Continental sources of supply and possesses valuable home and foreign connections. Bankers and commercial references. Apply "Business," care John Lewis & Co., Chartered Accountants, Birmingham. (8)

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

WANTED—By an experienced engineer in Germany, reliable business man with money to start with him an importation office between Germany, Canada and England, in engineering and hardware lines. Same can bring in a number of important German agencies. Box 55, HARDWARE AND METAL, 88 Fleet St., London, England. (10)

PARTNER WANTED

WANTED—A partner, or will sell outright a good hardware, stove and tinware business in Western Ontario. Address Box 23, Whitechurch, Ont. (10)

PARTNER WANTED—Active or silent, with little capital for a retail hardware store, to join a well recommended and practical man who has several years' experience as manager of one of the best paying hardware establishments in Montreal. Exceptional proposition, highest testimonials, absolute security. Correspondence confidential if desired Address "PARTNER," HARDWARE AND METAL Montreal. (9)

WANTED.

THREE TINSMITHS, good bench hands. Steady work on heavy kitchen cooking apparatus. Apply

GURNEY FOUNDRY CO.

500 King St. West, Toronto (9)

The Customer's O. K.

MAKES THE PAINT BUSINESS PAY

The corner-stone of every successful business is the O. K. of its customers.

Satisfied customers have saved many a business from ruin, even in the face of mismanagement. But the mismanagement that dispenses inferior qualities and ignores the customer's interest will soon strangle the most lusty infant industry.

Martin-Senour Paint

100 PER CENT PURE

is the paint that wins the hearty approval of everybody that buys it.

Therefore, if you want the right kind of a corner-stone under your paint business, Mr. Dealer, here is the paint that will place it there — it is **the** Paint that gets the O. K. from every customer. Its quality commands it — the necessity for quality demands it. Durability makes it economical — it satisfies the customers as no other paint satisfies — that is what gets the O. K. and piles up profit for the dealer. The Sales Agency for your town will place a solid corner-stone under you.

Write for it today.



THE MARTIN-SENOUR CO., Limited

Montreal **Pioneers Pure Paint** **Chicago**

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

Dougall Varnishes Possess All the Qualities of Perfection.

1. They bring out the beauty of the wood.
2. They preserve the wood in a hard moisture-proof casing from decay or discoloration.
3. They offer different qualities and compositions for various purposes and are always the best for every use.
4. The thinnest coat has all the qualities of the heaviest.

The extra cost of using the best—and there is a slightly higher price—is more than made up to the customer by the lasting qualities of the varnish and to the dealer by a general stimulation in his trade due to the satisfaction of users of Dougall Varnishes.

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, PRESIDENT

305 MANUFACTURERS ST. MONTREAL, CANADA

ASSOCIATED WITH THE MURPHY VARNISH CO., U. S. A.

Permanent - Artistic - Economical

The large number of shingle roofs in use in many districts means a big demand for a really efficient shingle stain.

MOORE'S
Creosote Shingle Stain

is made from the best wood preservative known and is tinted with strong colors, producing soft artistic effects which cannot be obtained in any other way. Fills up the pores of the wood, thus preventing decay. These stains prevent the boring of insects, destroy all germs and are very sanitary.

Made in 12 popular shades. Any shade made to order.

A Good Line to Feature for Spring Selling

Benjamin Moore & Co., Ltd.

WEST TORONTO

New York Chicago Cleveland

Do You Know the Main Facts About Our Two-Coat Combination Standard Turpentine Shellac and G. P. Hard Oil Finish?

Send for our sample on wood and judge for yourself.

Note particularly the remarkable *surfacing* and *holding up* or supporting properties of *Standard Turpentine Shellac.* It dries semi-flat, does not raise the grain of the wood and requires little or no sandpapering.

A single coat of our *G. P. Hard Oil Finish*, on account of its intrinsic body, produces over *Standard Turpentine Shellac* a really remarkable finish, as demonstrated in our *Two-Coat Combination.*

For first coating open grained woods, also paste filled woods, nothing equals *Standard Turpentine Shellac.*

All Standard Varnish Products are manufactured by International Varnish Co., and sold only in Full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

A 27



It Interests every Fruit Grower by its clean positive action.

"Kansas" Pruning Knife

(Improved)

You do a kindness in recommending this knife to your customers as it does its work more cleanly and conveniently than other pruning tools and is a great labor saver.

Any limb up to 1¼ inches in diameter can be cut by simply placing the hook over it and pulling the handle; for twigs the string is sufficient. Will last twice as long as its best predecessor and will do five times the work.

Taylor-Forbes Co., Limited
Makers in Canada

Write for particulars and prices, etc.

International Tool Co.
Detroit, Mich.

Why Buy the "Near Quality" when the Best is Procurable ?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

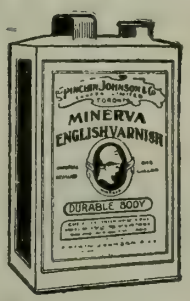
Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.

66-68 Fraser Ave., Toronto, Ont.

Always Marketed in Full Imperial Measure Packages



Your customers receive dollar for dollar in paint value when you sell Minerva Products.

You have the assurance of a permanent satisfied trade which means increased profits.

That's why you should feature

MINERVA
Paints and Varnishes

You can absolutely guarantee every can of Minerva Products and know positively that the contents will meet every claim.

Made from the finest and purest ingredients obtainable, Minerva Paints are the best that brains and money can produce.

Stake the success of your paint business on Minerva quality—it's sure.

Write to-day for the Minerva proposition and dealer's price list.

PINCHIN, JOHNSON & CO.
(Canada) LIMITED
Established in England in 1834.
377-387 Carlaw Ave. - Toronto, Ont.

O80

PILKINGTON BROTHERS, LIMITED

St. Helens, Lancashire, England

MANUFACTURERS OF ALL KINDS OF

BRITISH WINDOW GLASS

Polished Plate Glass

Plain and Bevelled Mirrors

Picture and Car Glass

Prismatic Glass

Cast Ribbed and Polished Wire Glass

BRITISH SHEET GLASS
P.B.
TRADE MARK.

Cast and Ribbed Rolled Glass Leaded Lights

Wire Screens

Plain and Figured Cathedral Glass

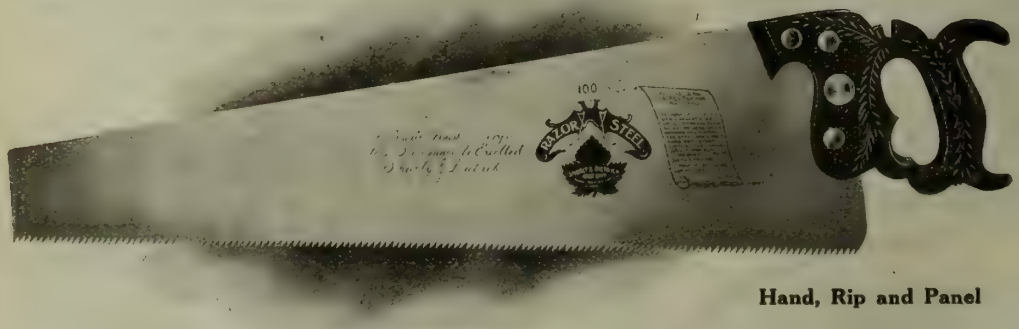
Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal	Toronto	Winnipeg	Vancouver
Busby Lane	Mercer Street	Market Street	Columbia Ave.

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

Write Us for Quotations

SHURLY-DIETRICH CO., Limited

GALT :: ONTARIO

A New Oiler---with a Leading Feature to Distinguish It

Wright's No. 705 Mowing Machine Oiler

WITH LARGE MOUTH

No Funnel Required to Fill it. Can be Filled Quickly and Conveniently by Pouring, Without Wasting a Drop of Oil. Much Oil is wasted by attempting to pour from a large can into an oiler with a small mouth, when a funnel is not handy, or time is too valuable to spend hunting one up. An Oiler with a large opening is the natural solution of this difficulty, and **WRIGHT'S No. 705** embodies this feature.

Diameter of Mouth 1½ inches. Length of Spout 4 inches. Capacity ½ pint.

PLAIN STEEL, COPPERED OR JAPANNED AND STENCILLED WITH NAME AND ADDRESS

Write for Samples and Prices. Ask our Representative about them.

Manufactured by E. T. WRIGHT & CO., Hamilton, Canada
(H. G. WRIGHT)

Winnipeg Distributing Agents:--Merrick-Anderson Co., Winnipeg, Man.
Toronto Agent--F. B. Wilson, :: 33 Maitland St., Toronto, Ont.
Winnipeg Agents:--W Reynolds & Co., :: :: Winnipeg, Man.
Vancouver Agents--Macpherson, Teetzel & Co., :: Vancouver, B.C.



"Where's the Funnel Gone?"

YOU DON'T NEED A FUNNEL to fill a No. 705 Oiler.

Saves loss of time looking for a funnel. Saves waste of oil in filling.
An Oiler that is WANTED by busy people.

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C---5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

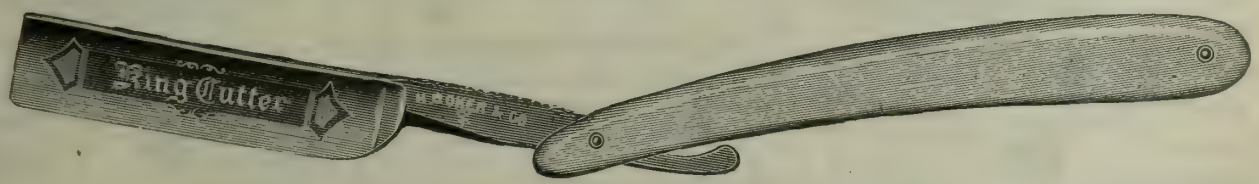
For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal

We require reliable agents in: WINNIPEG, FOR MANITOBA AND SASKATCHEWAN.
CALGARY, FOR ALBERTA. VANCOUVER, FOR BRITISH COLUMBIA.

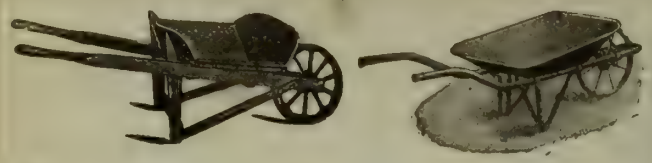
Only those with a knowledge of the Varnish, Enamel and Printing Ink Trades need apply.

H. Boker & Co.'s 'Tree' Brand Cutlery



Tree Brand are the Quality Kind—the kind that keep your men customers on the satisfied list. They take a keen edge and they keep a keen edge—an edge that gives a clean, close, satisfying shave. Please a man with a razor, and you've landed him for good—he'll call again and often, and will know from experience with Tree Brand Razors that he can't do better than buy Tree Brand Pocket Cutlery, Shears, Scissors, etc. Isn't that sane argument? You know "A pleased customer is your best customer." Tree Brand Cutlery will withstand every test to which it can be rightly put. Designed right, made right, finished right—there's no better Cutlery sold under the sun.

For sale by all Leading Wholesale Hardware Houses



The

Meaford Wheelbarrow Co., Limited

Meaford, Ontario

We make the fullest line of Wheelbarrows of any maker in Canada and can supply your requirements in any style of Wheelbarrow (both wooden and steel) wanted for any purpose.

Write us for Prices and our Catalogue.



"ATLAS" Chain Blocks



The Atlas is the Fastest, Strongest and most Durable

Worm Gear Chain Block on the market. It is made of steel and wrought iron and has proved its lasting qualities in thousands of the world's leading machine shops. In shops and warehouses where quick handling of pieces is an important factor of the day's work Atlas Blocks will pay for themselves in a shorter time than any other block.

Always in stock.

Send for Catalog

Schuchardt & Schutte

307 Coristine Building, MONTREAL

Pflueger's Celebrated Fishing Tackle

has stood the test for over a quarter of a century.



Write us for

Large Illustrated Catalogue

free to all Dealers in Fishing Tackle.

"The Name's the Guarantee"

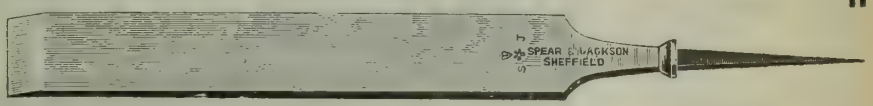
and a Carpenter or Joiner who requires the BEST

CHISELS AND GOUGES

always insists on having our standard goods.



D2



Long Thin Paring Chisel



D49—Strong American Pattern Socket Chisel

WRITE TO-DAY FOR OUR NEW CATALOGUE.

STEEL SAWS, FILES, TROWELS, GARDEN TOOLS, Etc.

Sole Canadian Representative

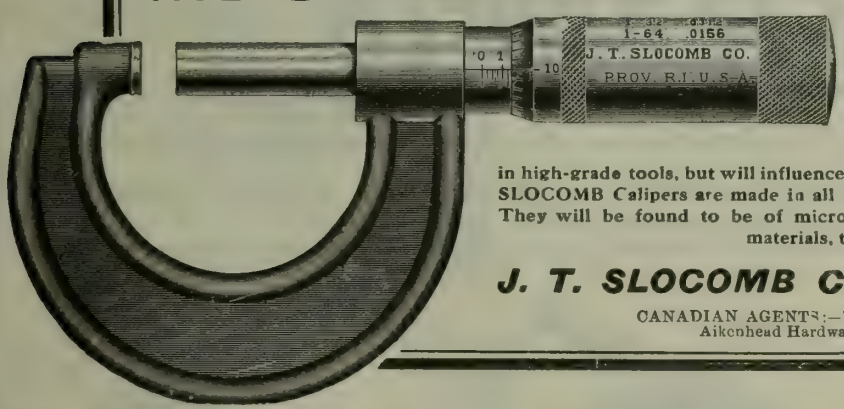
J. A. Henderson,

Metals and Hardware, Montreal, Can.

SPEAR & JACKSON, Limited

SHEFFIELD, ENGLAND

INDISPENSABLE TO THE MECHANIC!



A DISPLAY OF

SLOCOMB Micrometer Calipers

will not only convey the impress'on that you are a dealer in high-grade tools, but will influence the valuable trade of the best mechanics to your store. SLOCOMB Calipers are made in all sizes from 0 to 24 inches and from 0 to 600 MM Metric. They will be found to be of microscopic exactness and, being made of the very finest materials, they wear exceptionally well.

J. T. SLOCOMB CO., Providence, R.I., U.S.A.

CANADIAN AGENTS:—Wood, Vallance Co., Hamilton and Toronto, Ont.; Aikenhead Hardware Co., Toronto; Foss & Fuller, Montreal.

Every Class of Player Prefers SALYERDS'

Pa'ented

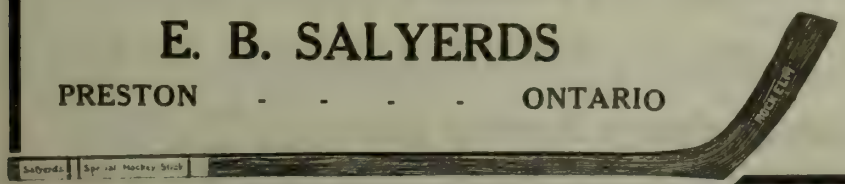


Because they are 'quality' goods right through, noted for their balance and finish. Salyerds' sticks are made solely of second growth Rock Elm, and are noted for their wearing qualities.

We make a hockey stick to suit every player.

E. B. SALYERDS

PRESTON - - - - ONTARIO



Wholesale and Jobbing Trade Only Supplied.

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY
HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.



That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

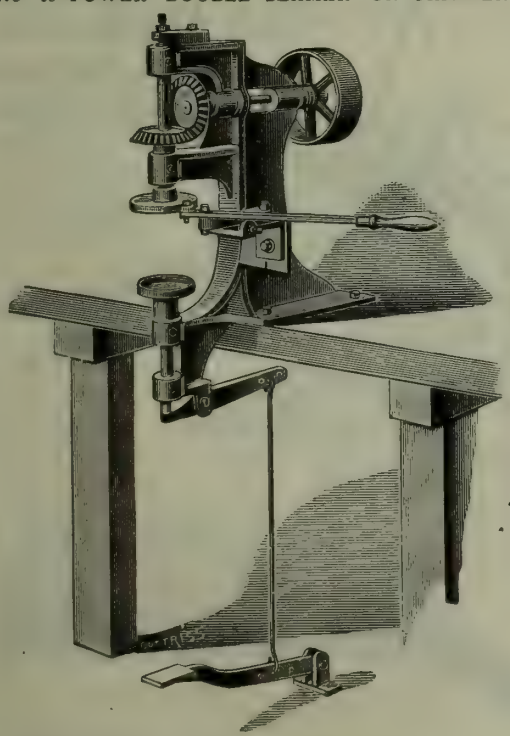
are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY: INDIANAPOLIS IND.

E. C. ATKINS & CO.

HAMILTON ONT.

No 10 POWER DOUBLE SEAMER OR CRIMPER



HAVE YOU ANY

cans to CRIMP or DOUBLE SEAM COVERS on? If so, this is just the tool you want. It is specially adapted for CRIMPING the covers on round paper boxes with metal tops, such as CLEANSING POWDERS, etc. Or for round tin cans not greater than 9 inches in length and 8 inches in diameter. It is very RAPID. Write for further particulars.

THE BROWN-BOGGS CO., Limited - Hamilton, Can.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES, ETC.

4 Solid Reasons

why you should write us about

HARRIS METAL --- Heavy Pressure

It is a Moneymaker.

It is used by Engineers and Machine Men from Coast to Coast.



It Brings Repeat Orders.

It Upholds the Highest Standard of Bearing Metals.

The Canada Metal Co., Limited, Toronto

"The Outward Sign

CANADA CEMENT COMPANY LIMITED
PORTLAND
CANADA
CEMENT
MONTREAL

of Inward Good"

YOU ARE INVITED

to the Cement Show, to be held in Toronto, at the St. Lawrence Arena, March 6-11.

Our exhibit will, in itself, be sufficiently interesting to warrant a visit to the show—and it is hoped that the efforts which we and the other exhibitors are putting forth will be rewarded by the attendance of every builder and contractor who can possibly arrange to be in Toronto at that time.

Canada Cement Co., Ltd.

Mills at: Calgary, Alta.; Port Colborne, Ont.; Belleville, Ont.; Lakefield, Ont.; Hull, Que.; Marlbank, Ont.; Montreal, Que.

HEAD OFFICE: Banque Nationale Bldg., Montreal

This Mark stamped into the Blanks we make protects the user.



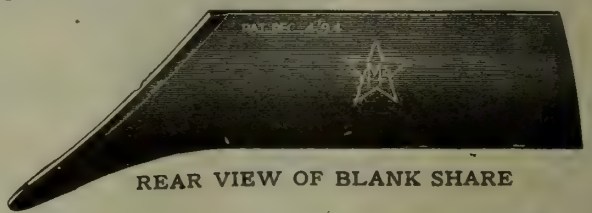
STAR LANDSIDE POINT



STAR PLOW POINTS

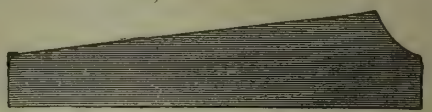


ALL WELL-EQUIPPED CANADIAN BLACKSMITH SUPPLY HOUSES at every Wholesale Centre carry them. Write to YOURS for prices, or write to us for descriptive booklet and name of your nearest supply house.



REAR VIEW OF BLANK SHARE

STAR LANDSIDE PLATE



STAR MFG. CO., Carpentersville, Ill., U.S.A.

Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock" Agency in your locality will just naturally get the bulk of the trade.

You be the man—write us for Catalog and Prices
Write us to-day.

The Owen Sound Wire Fence Co., Limited
Owen Sound, - - Ontario

Western Agents
Brandon Safe-Lock Fence Co.
Brandon, - - Man.

TORONTO Gendron CANADA

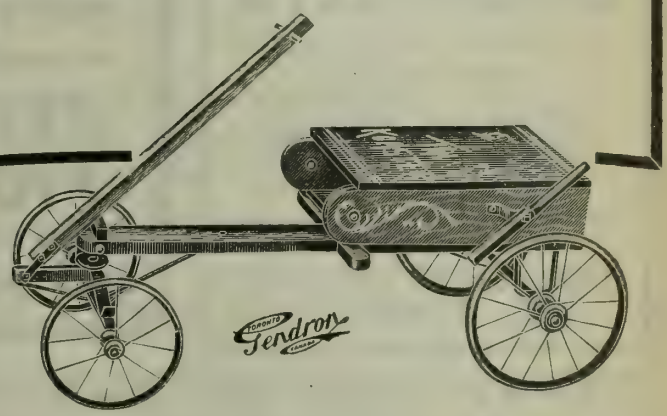
Here's a Good Seller

The "TRI-KOASTER"

A coaster and toy wagon in one This is one of the nicest-looking and solidly-built combination toy wagons and coasters on the market. Can be used effectively as a delivery wagon. We have a large assortment of these goods---each one full of the real Gendron quality.

Write us for Catalog.

The GENDRON MANUFACTURING CO., Ltd.
TORONTO, CANADA



THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

The Painter's Favourite

You can just meet the demand for a combination step-ladder and trestle if you are featuring the

"DECORATOR" LADDER

As its name implies, this ladder is a great favourite with painters and paper-hangers and is very strongly made, each step being securely bolted. The braces are steel bound and every care is taken to ensure maximum strength for weight

A line that sells well and leaves a generous margin of profit.

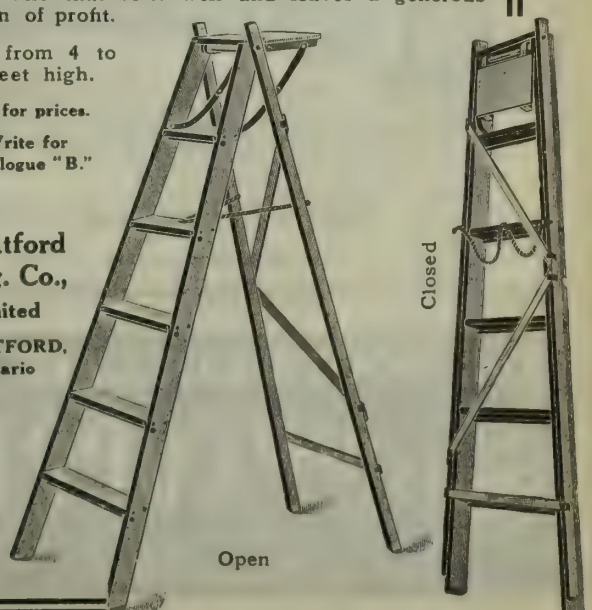
Made from 4 to 12 feet high.

Ask for prices.

Write for catalogue "B."

The Stratford Mfg. Co., Limited

STRATFORD, Ontario



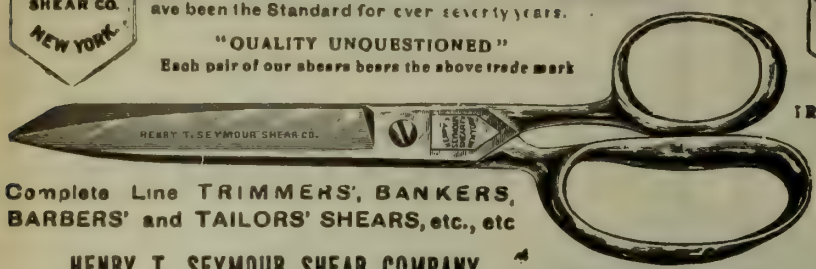
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

ave been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

Look for the Name MYERS

Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

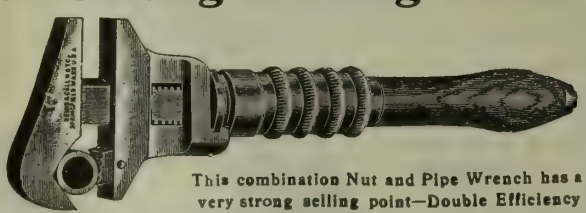
SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

When writing advertisers kindly mention having seen the advertisement in this paper.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000
Income for 1906, over 3,609,000

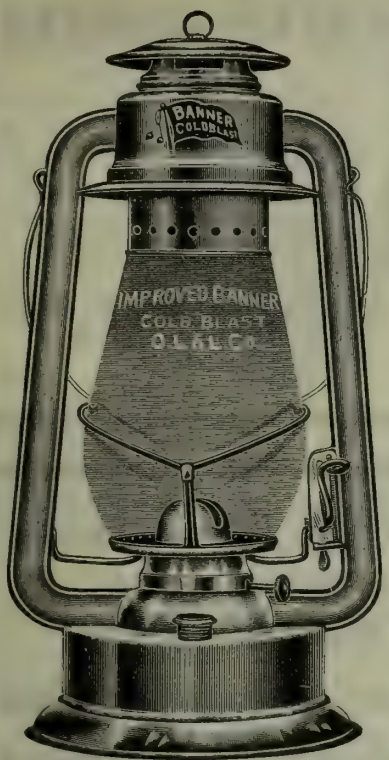
HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C FOSTER, Secretary

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

SHEETS TUBES **COPPER & BRASS** AND RODS

SPECIAL SIZES CUT TO ORDER FROM LARGE STOCK—PROMPT SHIPMENT

115-121 SUMACH STREET - - - - TORONTO, CANADA



COMPLETE, WITH WICK

The "BANNER" COLD BLAST Lantern

is

MORE THAN HALF SOLD BEFORE YOU BUY IT.

Burns 15 hours longer than any other.
Patent Automatic Lift Lock.
Double Seamed Oil Well.
Solid Brass Burner.

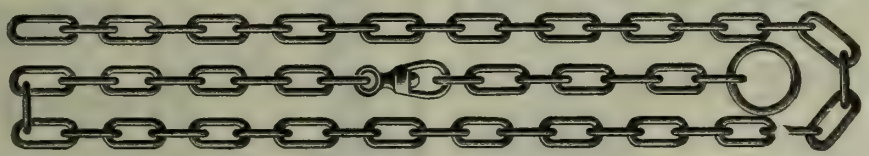
AND IS EXTENSIVELY ADVERTISED
TO THE CONSUMER.

For sale by all Jobbers

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

Don't Antagonise Your Customer



By handling inferior goods, when you can obtain first quality Hardware at the same prices. Our

Butts, Hinges and Builders' Hardware

are of the finest quality only, and never fail to satisfy. The oldest factory in Canada making these goods, being established in 1861. **If your Jobber can't supply you, write us direct.**

Cowan & Britton, :: Gananoque, Ont.

ESTABLISHED 1861.

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

WHAT ARE YOU DOING

to prevent orders for leather belting going direct from local users to manufacturers? This is your trade and you will find that an assortment of Goodhue's

LEATHER BELTING

in the stock sizes, aggressively displayed and advertised, will bring the trade to you. Just try it. Begin by writing us for Price List.

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

BELT PERFECTION



Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.
LIMITED
HAMILTON CANADA



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

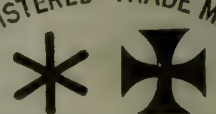
JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 115 HOLBORN, LONDON E.C. ENG.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

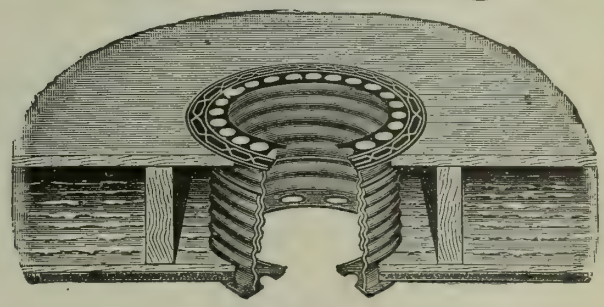
BOARD OF DIRECTORS

Hon. Geo A. Cox, President — W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820,96

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

THE GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs. England

BETTER VALUE

For the price than any other hand sprayer on the market. That is why so many Hardware dealers specialize on the CAVERS

Improved Automatic Compressed Air Sprayer

It runs continually from 6 to 10 minutes and is the handiest machine in the world for spraying potatoes, small fruits, cattle, poultry; for whitewashing outhouses, etc.

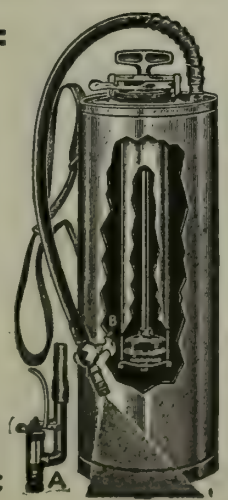
Every farmer and gardener is interested in this Hand Sprayer. Some valuable improvements have been made on the 1911 machine—see them—write for circular.

Write us for special terms and datings

CAVERS BROS.

Manufacturers

GALT .:. .:. ONT.



Kitchen Wire Goods

are a fast selling and profitable line for the hardwareman.

THE PARKER WIRE GOODS CO., *Worcester, Mass., makes everything in wire hardware. Write for prices.*

DINGMAN & McCOMBE

Montreal — Canadian Representatives

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Agents
Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Now is the Time

to buy

Whitewash and Kalsomine Brushes

for Spring Trade

also Scrubbing Brushes

You can get best values and most prompt delivery from

Stevens-Hepner Co., Limited

PORT ELGIN - - ONTARIO

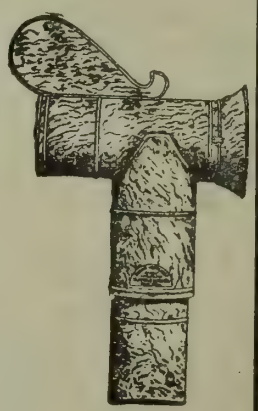
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Montreal, Dec. 4th, 1905
J. W. Harris Mfg. Co., Ltd.
Montreal, Que.

Gentlemen :—

It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction.

The smoke which we used to have in the house has completely disappeared, owing to the good work of your "Zephyr" Ventilator.

I remain, gentlemen,
Yours truly,
T. A. GAUTHIER,
128 St. Elizabeth St.

Made by

The J. W. Harris Mfg. Co., Ltd.

CONTRACTORS

Montreal

The National Steel Rim Lock

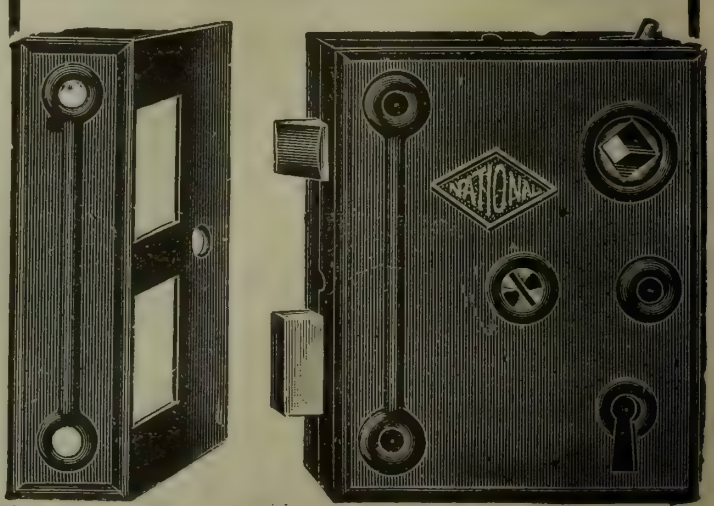
leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

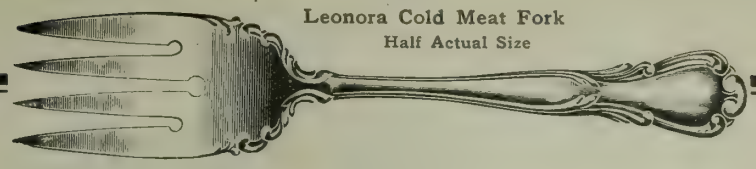
The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA





Leonora Cold Meat Fork
Half Actual Size

The Line of Proven Quality!

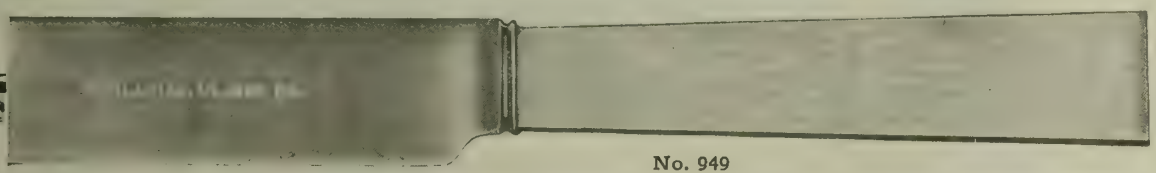
Whether it be Cutlery, Electro Plate or Solid Nickel Silverware we invite comparison of the lines we manufacture. There is no other line as good in point of materials, quality and finish. You are authorized to make good our guarantee in every case in which you are satisfied that our ware has failed to render proper service, and this in itself proves a great help in selling our lines.

We can promise prompt despatch on all orders.

McGlashan, Clarke Company, Limited

Niagara Falls, Canada

Agents:—J. Mackay Rose, 88 McGill Street, Montreal, Que. N. F. Gundy, 61 Albert Street, Toronto, Ont.
David Philip, 291 Portage Avenue, Winnipeg, Man.



No. 949



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.



Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

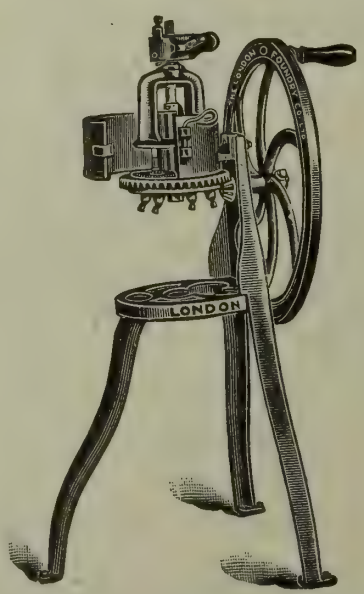
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

Tea and Coffee in Perfection!

Everybody drinks more or less Tea and Coffee, and there is no method known of making such perfect Tea or Coffee as brewing it in our

HYGIENIC

Coffee Percolator

It is furnished with our new Monarch Regulating Lamp, and is handsomely finished.

A line you can handle most profitably.

Write for our new illustrated Catalogue.



The Buffalo Mfg. Co.

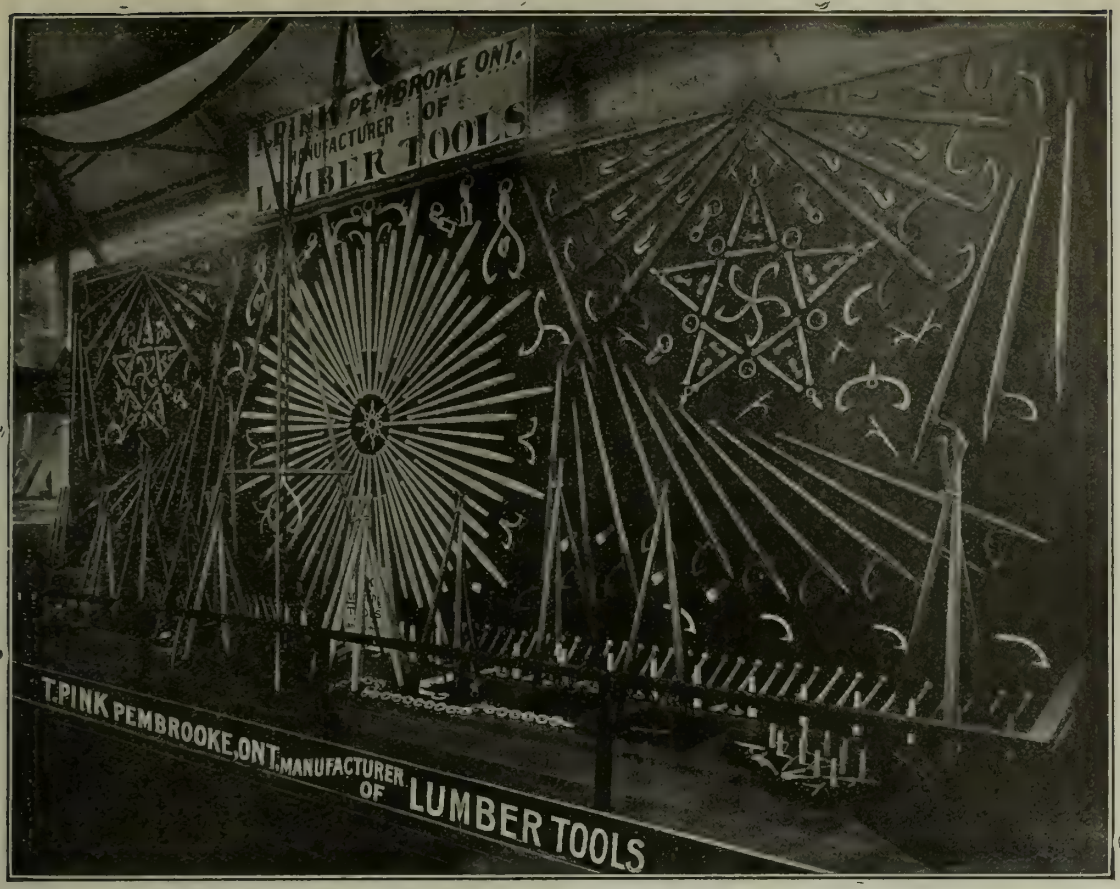
BUFFALO, N.Y.

Canadian Representatives

H. F. McIntosh & Co.

28 Toronto Street

TORONTO



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogu and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



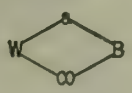


"BULL DOG" WRENCHES



with the "W & B" brand are forged from high-grade steel and the jaws are tempered to give the greatest wearing quality.

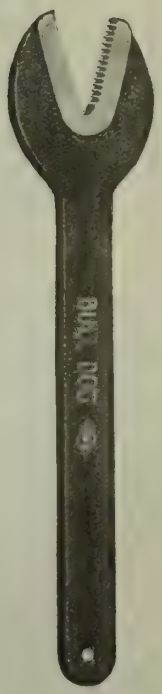
TRADE MARK



We carry in stock and can make INSTANT SHIPMENT of all sizes from our No. 0—4 inches long, to our No. 5, which is 27 inches long.

TRADE MARK





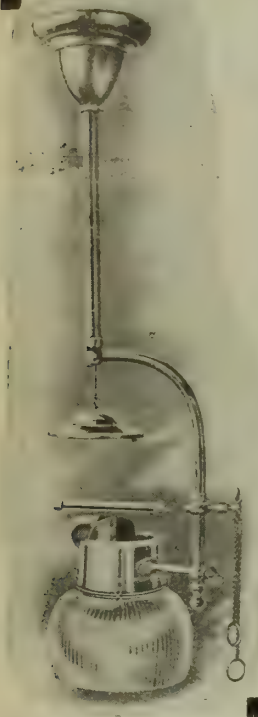
Send us your orders.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

PERFECTION AT LAST

The simplest and most efficient gasoline lamp in the world constructed upon new and scientific principles. A lamp that we guarantee and that guarantees itself through its very simplicity, ease af operation and utility. Absolutely nothing that can wear out or get out of order that cannot be removed and replaced without the use of tools, other than Nature has given, IN FIVE SECONDS.



A glance at the illustration will convince the most skeptical that we have at last solved the problem of a perfect

GASOLINE LAMP

Those who are using hollow wire gasoline lighting systems know to a certainty that the only place they ever have trouble is in the lamps. The tank, pump and wire tubing will last a lifetime.

There is only one wearing part—the generator. A simple twist of the wrist removes it and replaces it with a new one. An extra generator given with each lamp.

MacLAREN & CO.
MERRICKVILLE, - ONTARIO

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

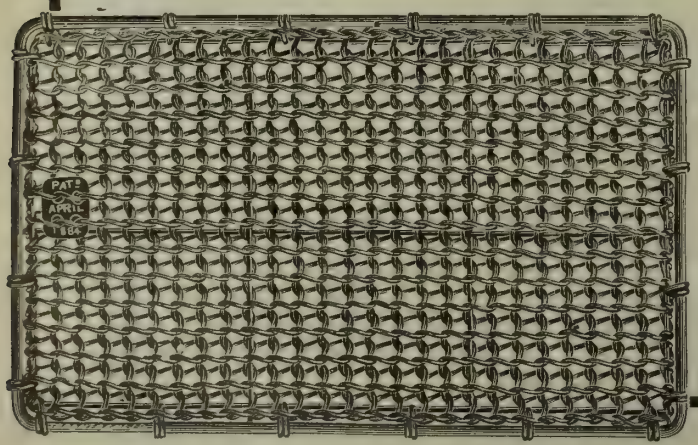
The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

Slushy Spring Weather

MEANS A GREAT BIG DEMAND FOR

GREENING'S WIRE DOOR MATS

That is, when they are properly **pushed**. Try a window display. Send a bright clerk out to canvass the town, and watch your sales mount up. The demand is **big**, but inclined to be **dormant**. The hustling businessman infuses ginger into the **dormant door mat** demand by a little extra **pushfulness**. Cut in this ad. illustrates our Patent Improved Reversible Steel Wire Door Mat, a mat that will give a lifetime of good service. Only cost about one-half the price of a corrugated rubber mat and will give four times the service. This is your strong argument.



For other styles see your **Greening Catalogue**, pages 124½ and 125.

WRITE FOR TRADE PRICES.

The B. Greening Wire Co., Ltd.
HAMILTON MONTREAL

Have the Agency in Your Town for the **Simonds** "Crescent Ground" **Cross-Cut Saws**

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

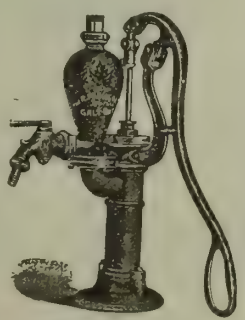
ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.



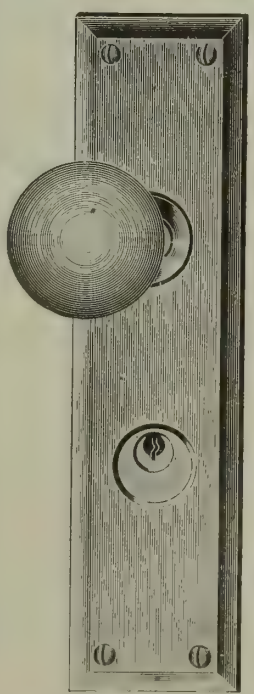
Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps---for Force or Lift use---every size, style, kind, in our big catalogue. Write.

THE R. McDOUGALL CO., Limited

GALT, CANADA

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

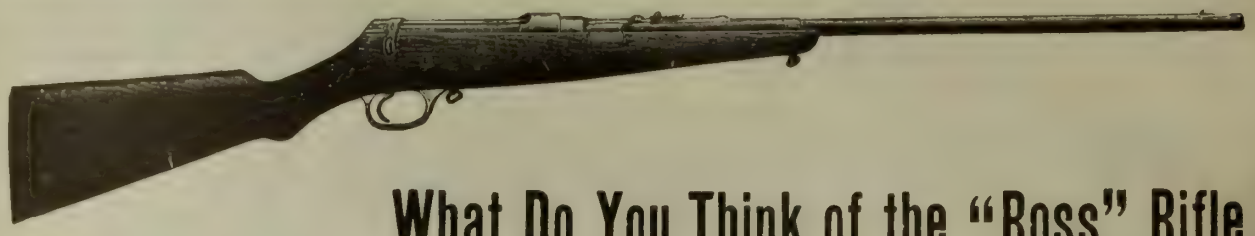
line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co., LIMITED

BELLEVILLE, ONTARIO



What Do You Think of the "Ross" Rifle?



Sales increased 80% last year—mostly repeat orders.
Wherever introduced they score an immediate success.
The owner of a "Ross" Rifle would not exchange for any other make.
Dealers make good profits.
Supplies can be secured so promptly that a large stock is not necessary.
No trouble with duty.
The "Ross" Rifle gives a good profit to the dealer and complete satisfaction to the buyer.

$25.00 and Upwards

Write for Illustrated Catalogue

The Ross Rifle Company :: Quebec

GRISWOLD

Where You Buy Your Goods

in the Hardware Trade has much to do with your success in disposing of them at a good profit.

GRISWOLD products have attained a standing with the trade that places the firm among the safe places to buy, while the progressive policy of this concern has made it the ONLY place to get many exclusive wares that will put your stock in the first rank.

A FEW OF OUR SPECIAL LINES

ALUMINUM HARDWARE
WAFFLE IRONS
FOOD CHOPPERS
GAS STOVES AND RANGES

GRISWOLD HARDWARE
is always good.



Catalog sent on application

The Griswold Manufacturing Co.

ERIE, - - PENNA.

The

AYLMER UNION SCALE

Capacity, 1-2 oz. to 240 lbs.



The best and most improved Union Scale on the market. Made with brass beam, tin scoop, movable pivot in levers, and direct connection from jack to steelyard, making the best acting Union Scale made.

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

Lumbermen Swear BY them Not AT them

The capture of the lumberman's trade is an important matter to you, and this trade will still be yours if you handle

STILL'S HANDLES

Shaped after the famous Gilmour Pattern.

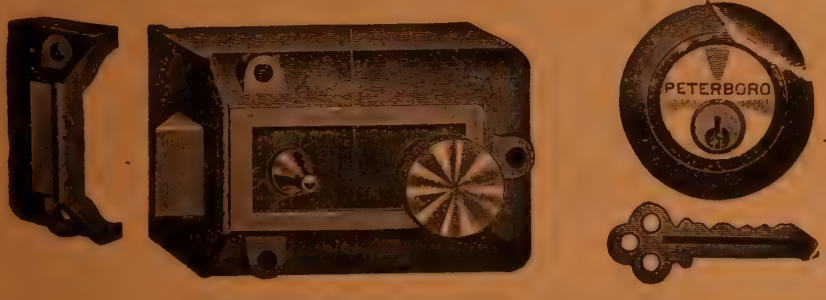
They are made of the cleanest and toughest hickory we can get hold of.

List and Discounts on Request

J. H. Still Mfg. Co., Ltd.

ST. THOMAS, ONT.

GET THE HABIT



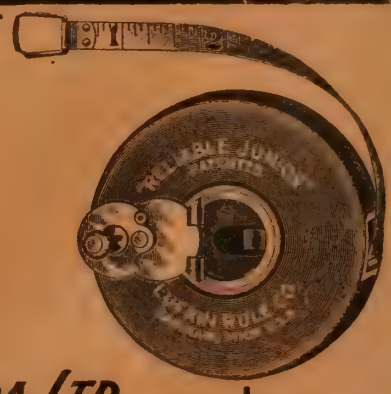
Cylinder Night Latch, No. 103

of stocking Peterboro' Locks, because such a habit will prove profitable to you. Our rim and mortise locks and front, inside and store door sets are just the lines you require to influence all the hardware trade to your store. Send for prices.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET ZINC

If you are in the market, write us.

We can name you lowest prices.

All usual gauges carried in stock at Montreal.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN - CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MARCH 11, 1911 NO. 10

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

For Sale By Leading Wholesale Houses.

"Globe"

BLACK SHEETS

Excellent for general work.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

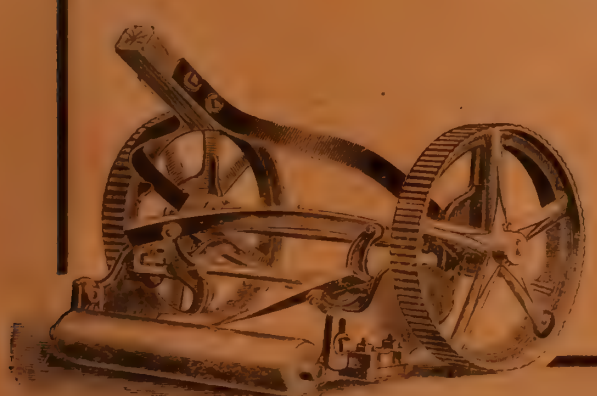
For Modest Homes

A line which gives the utmost satisfaction where the wear and tear is not too heavy is the

"DAISY" LAWN MOWER

Built to meet and defeat the competition of low-priced U.S. machines. A three-blade machine which has proved a remarkably rapid seller at a low price. The profit margin for you is a good one. Cylinder and Lower Knife are made from Sheffield Steel.

Get our prices. All Jobbers stock them.



TAYLOR-FORBES COMPANY LIMITED

Guelph - Ontario

Taylor-Forbes Co., Limited, 246 Craig St. W., Montreal. H. G. Rogers, 53½ Dock St., St. John, N.B. W. A. McLennan, Vancouver, B.C. J. B. H. Rickaby, Victoria, B.C. Harry F. Moulden, Travellers' Building, Winnipeg, Man. Canadian Manufacturers' Agency, London, Eng.

Index to Advertisers and Buyers' Guide Pages 56-58. Want ads. page 60

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24.
Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

This Mark stamped into the Blanks we make protects the user.

STAR LANDSIDE POINT

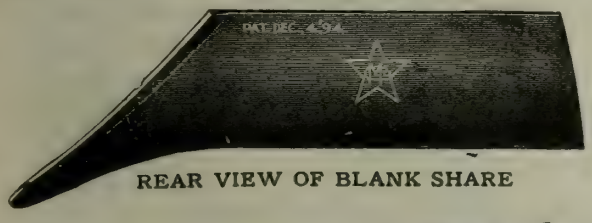


STAR PLOW POINTS

ALL WELL-EQUIPPED CANADIAN

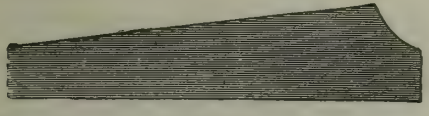


BLACKSMITH SUPPLY HOUSES at every Wholesale Centre carry them. Write to YOURS for prices, or write to us for descriptive booklet and name of your nearest supply house.



REAR VIEW OF BLANK SHARE

STAR LANDSIDE PLATE



STAR MFG. CO., Carpentersville, Ill., U.S.A.

Mistakes! Oh yes!

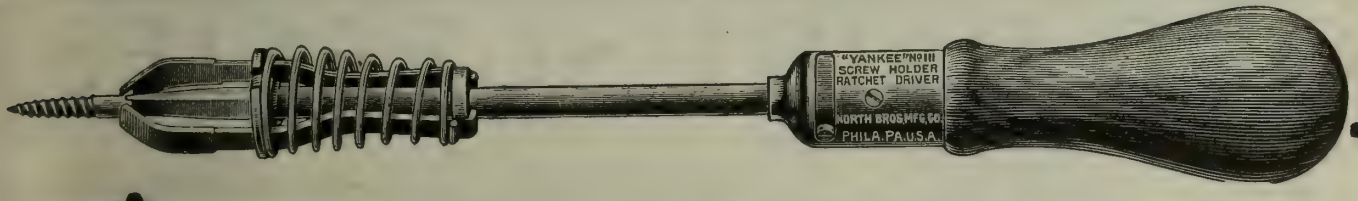
We make them, but we try very hard not to make the same mistake twice.
You may have been offering your customer another make of

Axe Handles

and we suggest you put yourself right at once, by insisting on having **STILL'S** and no other brand. They are the best.

Send for quotations.

J. H. Still Manufacturing Co.
Limited
St. Thomas, Ontario.





Somebody is Selling "YANKEE TOOLS"

Somebody is Getting the Trade

IF IT'S YOU—Accept our congratulations. You are wise that "Yankee" Tools are as needful to the Mechanic's outfit as a hatchet and saw—that if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

WRITE FOR CATALOG.

IF YOUR COMPETITOR---WHY NOT YOU? You can get more of this trade and ought to have it. We are interested in your getting it. Why not send your advertising matter with your imprint free of expense? Have your jobber send you a sample lot of the best selling "Yankees." There are 35 styles and 75 sizes to select from.

NORTH BROS. MFG. COMPANY
PHILADELPHIA, PA.



"A good reputation in business goes hand in hand with profit. To tamper with one means the loss of the other."

The Philosopher of Metal Town

The Superior Quality, the Perfect Construction and Expert Workmanship of

"METALLIC"

BUILDING MATERIALS

have been **PROVEN** by a twenty-five year **ACTUAL** wear and **TEAR TEST**—the best assurance of satisfied, permanent customers. Mr. Hardware Dealer—these are the goods it pays to handle. They insure reputation and profit.

"EASTLAKE" Steel Shingles
"METALLIC" House and Barn Siding
Steel Ventilators and Skylights
Corrugated Iron—painted or galvanized
"METALLIC" Ceilings and Walls
"METALLIC" Cornices and Finials
Eavetrough and Conductor Pipe
Fireproof Doors and Windows

Send for Illustrated Price List No. 4

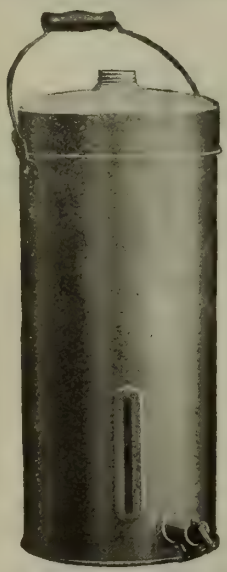
MANUFACTURERS

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

204

OUR DAIRY SUPPLIES

are Popular Sellers Everywhere



Creamery Cans

with deep cover and strainer.

Supplied with Fast Key unless ordered otherwise.

No.	5			15
Inches	8½			8½
Quarts	12			20



Milk Strainer Pails

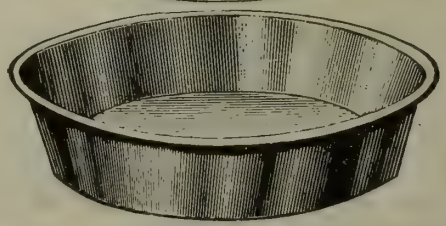
I.X. Dairy

Quarts	16
Case Lots, dozen	½

Milk Pans

Plain or Retinned

Made in all standard sizes from ¼-quart to 12-quart.



PROMPT SHIPMENT GUARANTEED

PRICES ON APPLICATION

The SHEET METAL PRODUCTS CO. of Canada, Ltd.

SUCCESSORS TO

KEMP MANUFACTURING COMPANY

MONTREAL — TORONTO — WINNIPEG

PERFECTION FAMILY SCALES

The Original SLANTING DIAL Scales



No. T25.

They Look You in the Face

when placed on table or shelf of convenient height.

No bending or stooping to read these scales, as with those having straight upright dial.

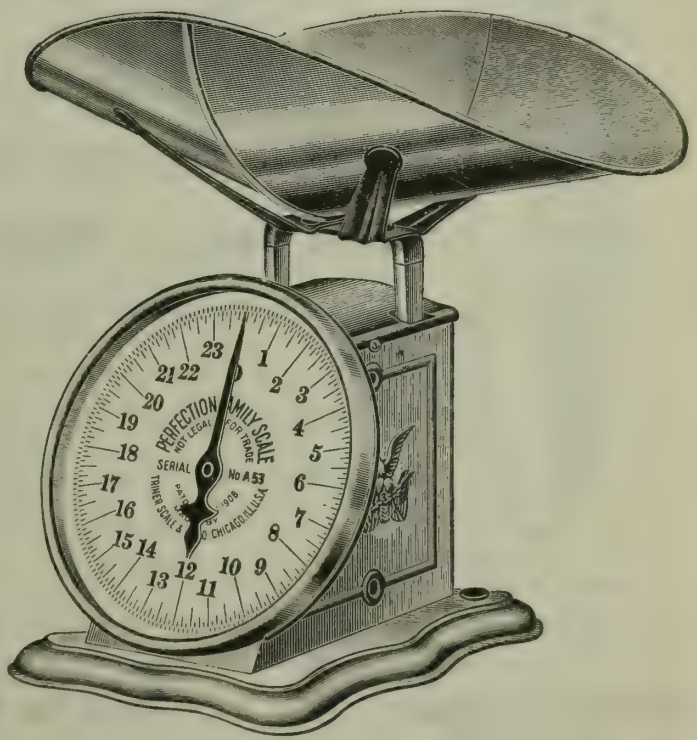
No Weights to Lose; No Poise to Adjust

Simply put it in the scoop and the weight is automatically registered on the Dial.

Can You Beat It?

Certainly not with the Straight Dial kind.

Mighty Handy for the Home.



Get in Early---Before the Cream of this Business is All Skimmed Off.

Indispensable in Cooking, Preserving and keeping check on purchases.

Weigh to 24 lbs. by Ounces.

With Double Upright Fork Support.
An Out of Sight Regulator.
Enameled Steel With Tin Scoop.

No. T25—Steel Aluminum Finished Dial; Black Enameled Body.

No. 444—Glass Front. White Dial; Blue Enameled Body.

Lewis Bros., Limited, Montreal

OTTAWA TORONTO VANCOUVER

The Leading Pulley Blocks Of To-day

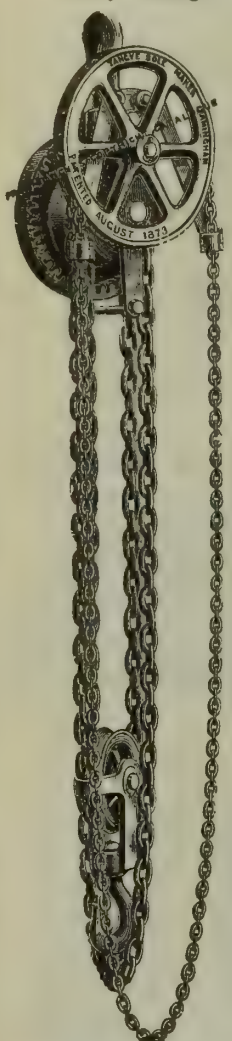
NAMELY:

"TANGYE" AND "ROUND"

GEARED BLOCKS.

Reasonable in Price. Reliable in Quality.

Easy Lifting. Get the Best.



TANGYE



Improved Screw Hoists.

"ROUND"



Spur Geared Blocks.

ROUND



When in the market for Blocks

Get the Best.

The Best is None Too Good

when every minute counts.

Both the "Tangye" and "Round" Blocks are considered among the best on the market.

They are good sellers and insure a good profit.

Tangye Genuine Patent Geared Blocks.

Round Spur-Geared Block with geared case removed.

We carry one of the largest stocks of Pulley Blocks in the Trade and are in a position to fill Orders immediately. Give these Blocks a trial and be convinced of what we say.

We Ship Promptly. **Write for Prices.** **We Ship Promptly.**

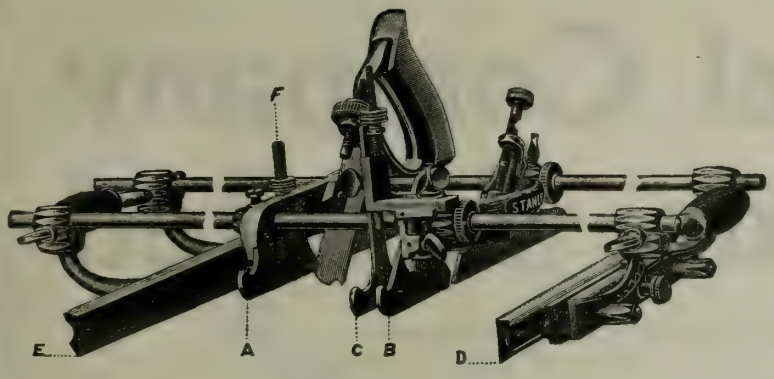
F.&W.

FROTHINGHAM & WORKMAN, Limited

F.&W.

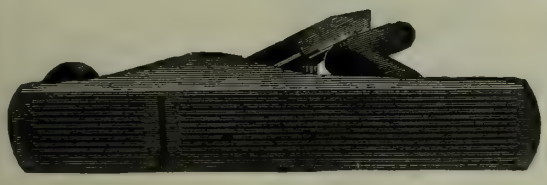
Wholesale Hardware and Iron Merchants

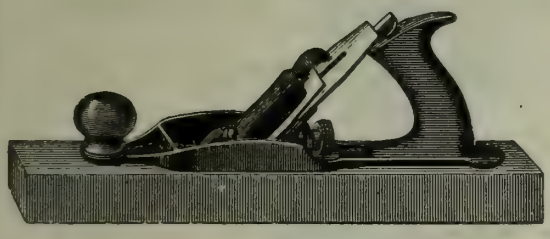
Montreal : : : : : Canada

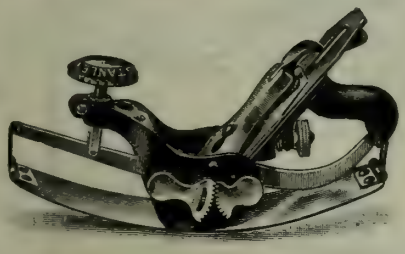


Stanley Tools

Easiest to sell because they're known







STANLEY PLANES are known to every carpenter for their many modern features and their quality.

It's the Plane he must have. Why offer any other?

All Stanley Tools pay the Dealer Good Profits.



Patented Jan. 5, 1909

A Great Demand for

Hardwood Floor Scrapers

We have the right one, "BENNETT'S," adjustable to any position, sold at a reasonable price.

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

PRODUCERS OF

Bar Iron, Bar Steel,
Bands, Angles, Sleigh Shoe and Tire Steel.

Wrought Pipe,
Merchant, Black and Galvanized.

Wood Screws, Machine Screws,
Stove Bolts, Tire Bolts, Rivets and Burrs,
Wire and Wire Nails,
Horse Shoes, Horse Nails,
Bright Wire Goods,
Wire Fencing, Washers, Tacks, Spikes.

HEAD OFFICE: **HAMILTON, CANADA**



Buy "Samson"

Sporting goods on their merits. There is no better for the money in the country. The materials are of the best, the workmanship is of the highest and the patterns are up-to-date in every particular. These facts sell this line. In a very short while you will have the boys asking for "Ball" goods and before you purchase your stock of

Base Ball Supplies

For the season of 1911, we want you to know something about "SAMSON" quality. We have had three seasons of success with our brand and are prepared for a bigger demand than ever. The goods are bound to sell. The value is there. Our April Bulletin will contain a list of Samson Sporting Goods.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

BUTTS AND HINGES

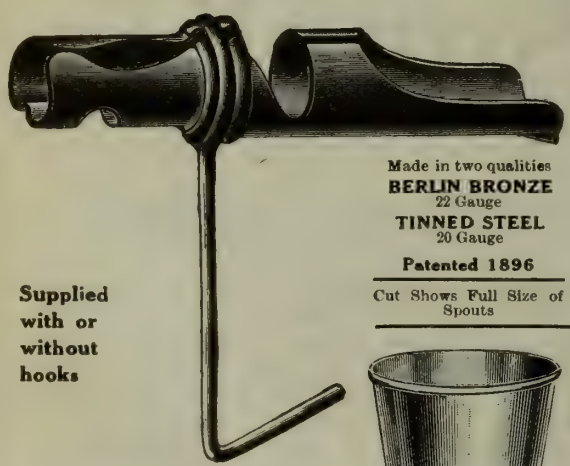
CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

"EUREKA" Steel Sap Spouts



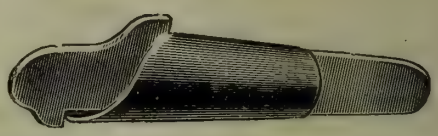
Made in two qualities
BERLIN BRONZE
22 Gauge
TINNED STEEL
20 Gauge
Patented 1896

Cut Shows Full Size of Spouts

Supplied with or without hooks

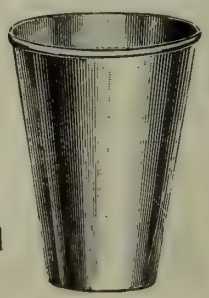
A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

"IMPERIAL"
TAPERED



Made from heavy tinned sheets, especially adapted for covered sap buckets.

Prompt Shipment Guaranteed



Sap Pails

Long Pattern—In 5 sizes, from 4 to 12 quarts.

Western Pattern — In 2 sizes, 6 and 10 quarts.

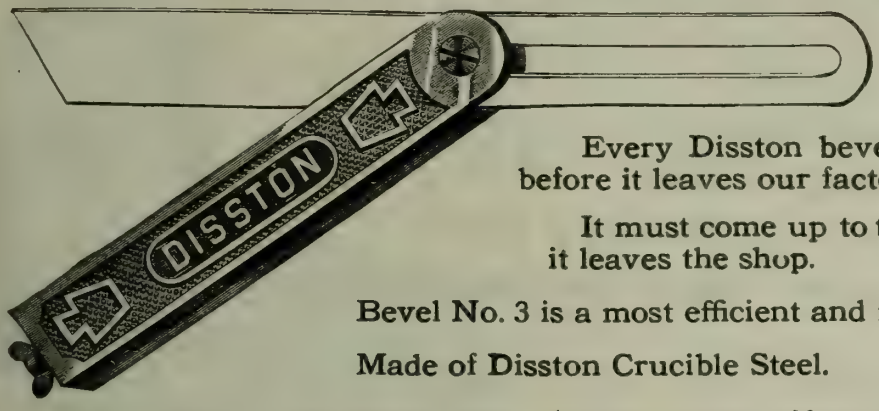
WRITE FOR PRICES



THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

DISSTON



Bevel No. 3

Every Disston bevel is thoroughly inspected before it leaves our factory.

It must come up to the Disston standard before it leaves the shop.

Bevel No. 3 is a most efficient and most easily adjusted tool.

Made of Disston Crucible Steel.

Iron stock, flush screw and parallel edges. Turn of thumb screw operates uniqu emechanism for tightening the blade.

Nicely finished, fine appearing tool.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - PHILADELPHIA, PA.

Canadian Works:—FRASER AVE., TORONTO, ONT.

The Reason Why

Tobin Simplex Guns

you should sell Tobin Simplex Guns is because every owner of a Tobin Gun is satisfied with his purchase. We guarantee every gun to suit the purchaser's idea of what a good gun should be, or the money is refunded.

We do this because we have confidence in our guns. We know that the material we use is the best obtainable. We know that our workmen are skilled mechanics, who can produce a good gun. We know that our patents cover the very latest improvements in Hammerless gun construction. We have subjected our guns to repeated tests, to prove their fitness for every occasion on which they could be brought into service.

Write for our catalogue and other information.

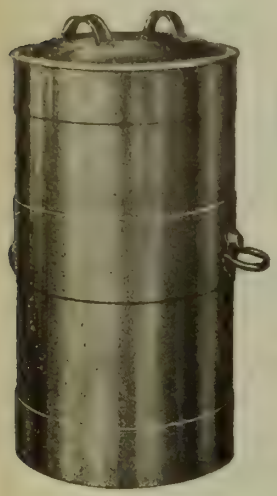
We want you to handle our goods. We want to introduce at least one gun into your locality because "every Tobin gun is built to sell another."

Tobin
Arms Mfg. Co.,
Limited
Woodstock, Ont.



MADE IN CANADA

Made-up Cans or Trimmings

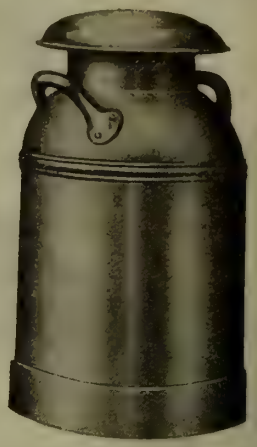


Milk Cans

We can supply made-up:

Milk Cans
Cream Cans
Creamery Cans
Railroad or Delivery Cans
"Samson" Hand Delivery Cans

and moreover we can supply any trimmings required for these cans. We carry a heavy stock of tinned sheets all sizes and gauges.



Style F, with Steel Handles

Have you received a copy of our "Samson" Milk Can Booklet just issued?



McClary Gas Ranges

Here we show an illustration of style 1584 Gas Range.
This just gives you an inkling of the improvements in the Gas Range line that we have in store for you this season.

We have spared no expense to make our line the best and most desired on the market.
The attractive appearance of the McClary line of Ranges this year, aside from such features as simplicity of operation and durability of construction, will clinch a sale.

McClary's

London **Montreal** **Winnipeg**
Toronto **Hamilton** **St. John**
Calgary **Vancouver** **Saskatoon**

Merchant—Clerk—Customer ALL Need the PROTECTION Which Only a RECEIPT Affords



This Register tells you: 1—Total cash sales made by each clerk; 2—Total of your credit sales; 3—Total amount of money received on account, and 4—Total amount of money paid out. Also secret adding counter tells you total amount of all cash taken in. Built to stand on floor or counter.

Issuing a receipt with every purchase protects the merchant against carelessness, mistakes and dishonesty—against disputes with customers about purchases paid for, amounts paid on account, etc.

Putting a receipt in every parcel protects clerks against suspicion, against the mistakes or carelessnesss of other clerks, and against misunderstandings with customers.

Protects customers, too. That's why

Successful Merchants Put a Receipt in Every Parcel.

Why don't YOU?

How can you hope to make a success of your business by following the methods of unsuccessful merchants? The difference between success and failure is simply a difference in methods.

Are you being influenced by the wrong kind of business men?

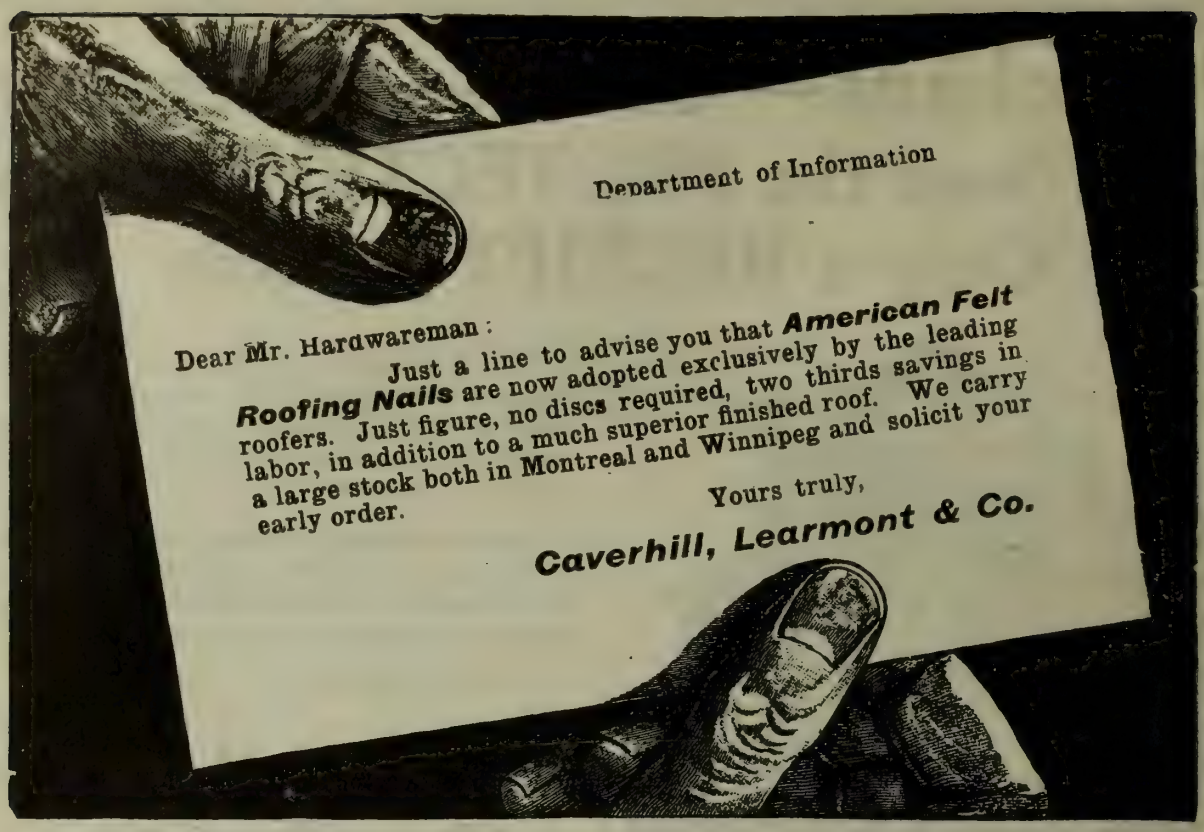
Why Aren't You Influenced By Successful Men?

They give every customer a receipt with every purchase. Why don't you? We'll send you a booklet showing you the best system—FREE

National Cash Register Co.

F. E. MUTTON, Manager for Canada

285 Yonge Street, - - Toronto



Burman's British Clippers

are the STANDARD that set the pace for ALL others.

BURMAN'S and MERIT are Synonymous. The Trade know it. The Repeat Trade proves the Customers' Satisfaction.

BURMAN'S No. 17 POWER CLIPPER is the best.



THE STEEL in the Clippers is the best in the world.

It has the fine dust proof gear cover and works easily.

It has the advantage of speed. You can tell all your customers that it will CLIP A HORSE IN 30 MINUTES.

It will remove the thickest coat and leave a silk finish.

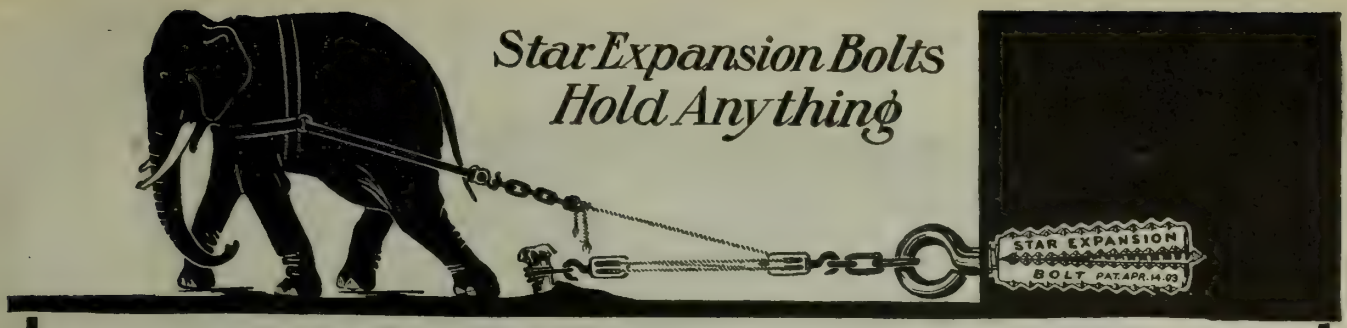
The Cut Gears have the double advantage of being Interchangeable in Parts.

All Packed Ready for Use.
Can't Get Wrong in Adjustment.

Backed by the Strength of Burman's Sterling Worth.

ALL LIVE HARDWAREMEN SHOULD PREPARE FOR THE BURMAN DEMAND.

B. & S. H. THOMPSON & CO., Limited, Montreal **Sole Agents for Canada**



Star Expansion Bolts Hold Anything



The final decision when strength and security is an absolute requirement, is the

Star Expansion Bolt



It is a combination device to be used in fastening all kinds of fixtures to walls of stone, brick, tile, wood, etc. Particularly adapted for the work of Plumbers and Steamfitters.

The Star Expansion Bolts are absolutely dependable and can be used anywhere that an ordinary bolt or screw will not hold. You will benefit by the knowledge gained from a demonstration of the use of Star Expansion Bolts and Sebco Screw Anchors.

Just tell us what kind of work you are doing and we will send free samples with our seventy-page illustrated catalogue of interesting instructions, that will help you and show you a way to save money.

STAR EXPANSION BOLT CO., CATALOGUE DEPT. 74, 147 CEDAR STREET, New York

---

SILENT AND SAFE

The NOISELESS Gearless

Simplest, Lightest and **Easiest Running** Dolley type Washing Machine yet produced. It's had the **"Third Degree"** for several years and carries the **Healthy Sign of Steadily Increasing Sales.**

No useless "Fixings" about it. **Just a simple Mechanical principle worked out to perfection.** A glance at its **patented** mechanism **shows its strength** and **simplicity.** Notice the **absence** of **cogs, springs and finger catchers.**



The tub has all the **exclusive features** peculiar to our products. The visible and invisible parts are equally well made and **every machine is built to sell another.**

Eastern Agents:
W. L. Haldimand & Son
Montreal
Western Agent:
Harry F. Moulden,
Winnipeg



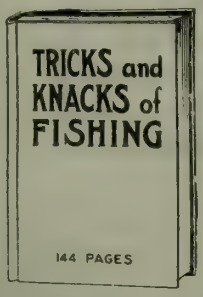
CUMMER-DOWSWELL, Limited, Makers, **Hamilton, Ont.**

COMMUNITY SILVER



32-Piece Mahogany Chest outfitted with SHERATON

FREE—This Dollar Book to Give Your "Bristol" Rod Customers



You are entitled to one copy for each "BRISTOL" Rod you have in stock. We are advertising in all the magazines and sporting publications that this valuable illustrated book will be given FREE to every purchaser of a "BRISTOL" Rod during 1911. We are sending every man to his local dealer for it. If you haven't already sent for your Free Copies get them now, quick.

This book offer will double your "BRISTOL" Rod business this year. And remember—every rod you sell means more Tackle business as well.

Don't delay a minute. Use the coupon to-day.

DEPARTMENT "E"

The Horton Mfg. Company

BRISTOL, - - - - CONN., U.S.A

CUT OFF AND MAIL COUPON

The Horton Mfg. Company
Dept. E. BRISTOL, CONN.

We have "Bristol" Rods in stock for which please send us an equal number of free books, "Tricks and Knacks of Fishing."

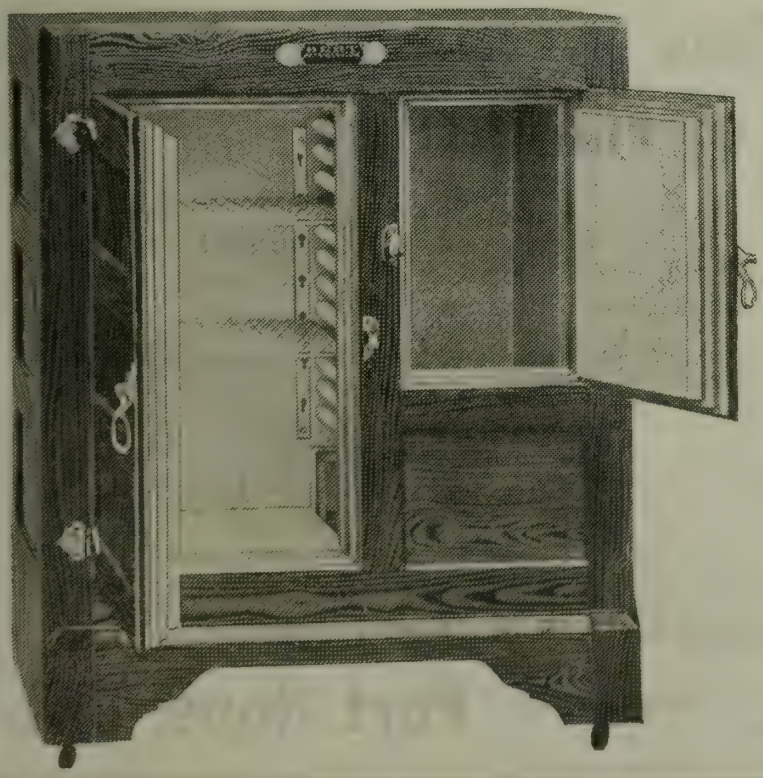
NAME.....

STREET.....

CITY ..... STATE.....

MY JOBBER IS .....

Perfect and Permanent Satisfaction



Goes out to your Customers with every

"BARNET" Refrigerator

Its mission in life is to keep foodstuff sweet and untainted at the minimum of cost for ice.

And it is eminently successful in its mission.

Food can't help keeping good, ice can't help melting slowly, in a BARNET.

Its solid, syphon system of construction gives it a perfect circulation of air that is fresh, dry and intensely cold.

There is nothing in the same class with the BARNET—it is THE refrigerator that you must sell for the top-notch trade. Finished in Birch, Ash or Oak, lining of baked white enamel.

WRITE US FOR PARTICULARS

The Barnet Manufacturing Company, Limited

RENFREW - - - - CANADA

Here's the Machine

---that competitors are copying

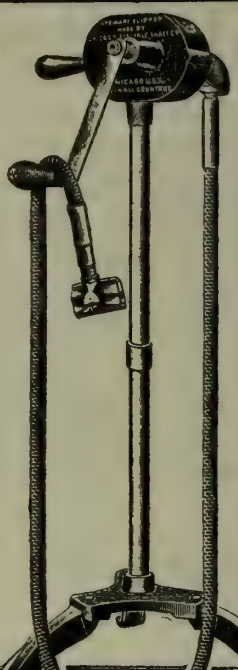
The superiority of our Stewart No. 1 over all clipping machines on earth caused one manufacturer to pilfer the idea. It was a steal—but, without a perfect result. The shape of the "counterfeit" resembles the Stewart; so does some of the mechanism. But the real principle of construction—the process that put the Stewart in the lead—they only guessed at. Don't sell "guess-work" machines. Sell the original machine—the machine that's backed with a **quarter-century guarantee.**

Why the Stewart?

We don't ask "shrewed buyers" to buy our machine because it was made in a certain country. We have more respect for their common sense. We just want horse-owners and dealers to know why the Stewart machine is the **best** machine.

CHICAGO FLEXIBLE SHAFT CO.

Write at once for our big free catalogue



---the Stewart No. 1

Horse Clipping Machine

The Stewart No. 1 has gears made from cut steel, hardened file hard, working parts enclosed in an oil bath and is equipped with plenty of best quality flexible shaft and the world famed Stewart one-nut tension knife.

We help the dealer

We are willing to give individual advertising to dealers who believe in square dealing and who want to sell more horse clipping machines. Write ***at once*** for particulars of our co-operation policy with hardware men.

It's to your interest as well as ours to sell the **Stewart,** because it's to the best interest of the **user** to **own** and operate one.

250 La Salle Avenue
CHICAGO, ILL.

STEWART



Nicholson-Made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company :—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McLELLAN" "H & F" "J. B. SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**

Enlightenment On The Distinguishing Labels

Denoting Quality

1847 Rogers Bros.

White Label for XS TRIPLE

Blue Label for XII XS TRIPLE

Yellow Label for XS QUINTUPLE

ON PACKAGE

TRADE MARK
1847 ROGERS BROS.
1 Doz. FANEUIL 9
PATENTED
XS TRIPLE DESSERT SPOONS XS TRIPLE
Silver Plated on Finest Nickel Silver.
MADE BY
MERIDEN BRITANNIA CO.

TRADE MARK
1847 ROGERS BROS.
1 Doz. FANEUIL 9 XII
XS TRIPLE DESSERT SPOONS XS TRIPLE
Silver Plated on Finest Nickel Silver.
MADE BY
MERIDEN BRITANNIA CO.

TRADE MARK
1847 ROGERS BROS.
1 Doz. FANEUIL 15
XS QUINTUPLE DESSERT SPOONS XS QUINTUPLE
Silver Plated on Finest Nickel Silver
MADE BY
MERIDEN BRITANNIA CO.



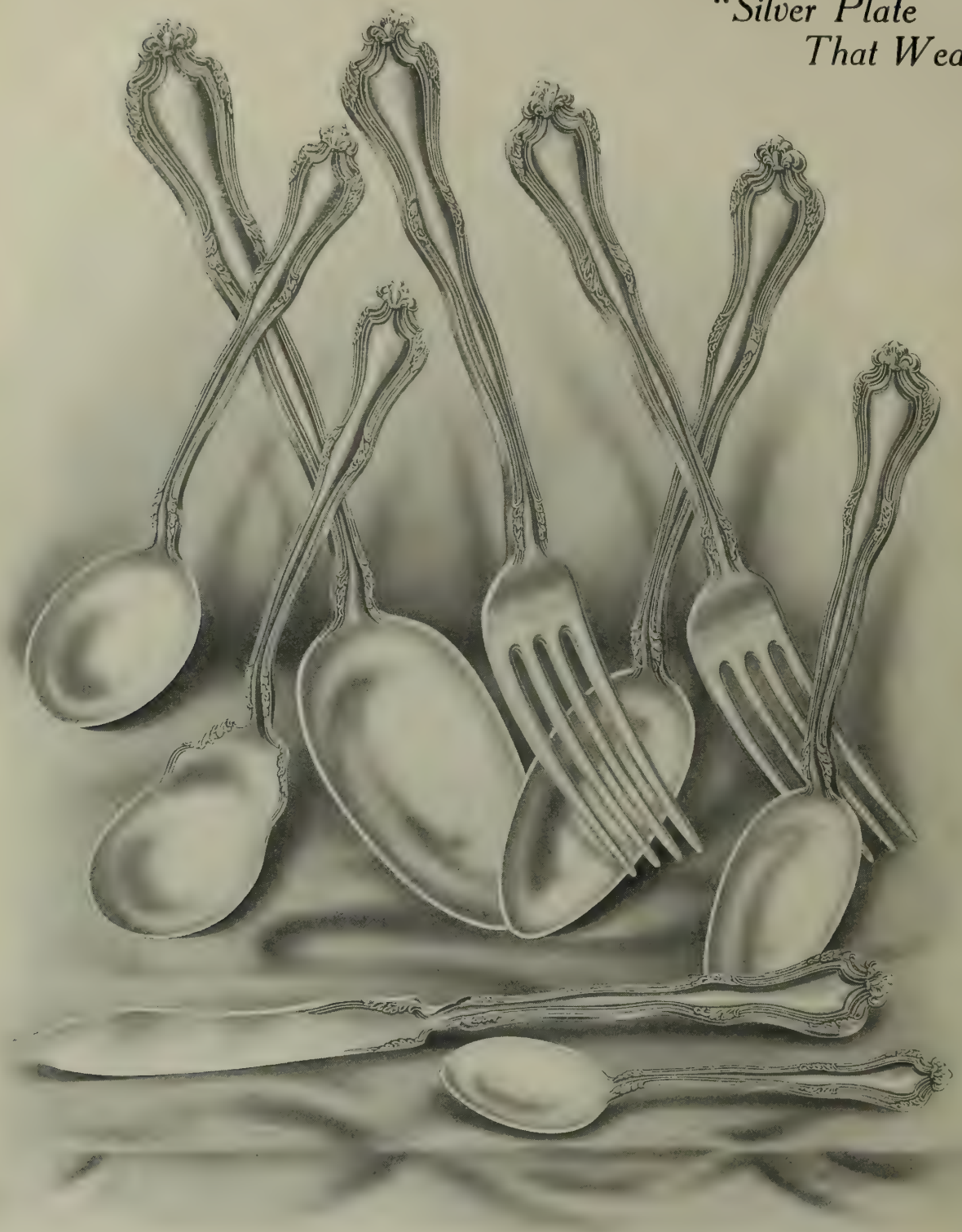
The Canadian Home of 1847 Rogers Bros.

Silver Plate of Beauty and Enduring Quality

MERIDEN BRITANNIA CO. HAMILTON CANADA

The Faneuil Pattern

"Silver Plate That Wears"



The Faneuil Pattern is one of dignity and grace—its lines suggestive of the Colonial—from which period it has taken the name of Faneuil

In quality and workmanship it is upon the same high plane as all goods bearing the stamp

1847 ROGERS BROS. MERIDEN BRITANNIA COMPANY **X S TRIPLE**

There is every indication that the new design will soon establish itself as one of the most popular of this well-known brand.

MERIDEN BRITANNIA COMPANY

Meriden, Conn. New York City Hamilton, Canada Chicago San Francisco

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

WE

are the PEOPLE Who Sell

"Interleaved Picture Glass"

This means that Each sheet is separated by paper. The Quality is 2nds, 16oz.—our stock is large.

"Quick Shipments Our Specialty."

PLATE
WINDOW
FANCY
ART GLASS

Bevelled & Plain Mirrors

CONSOLIDATED PLATE GLASS CO.
Toronto
WINNIPEG MONTREAL



USE CUTS For Your Ads.

There is nothing nearly so effective in advertising as cuts. We know it and all good advertisers know it.

Stanley Mills & Co. have thousands of small and medium size cuts for sale at a very low price, about one-third of their real value. They are cuts which have been slightly used, but for all purposes are as good as ever. No two cuts alike and therefore we have no catalogue of them.

To facilitate ordering, we have grouped them about as follows---order by number:

No. 1—MIXED HARDWARE
2—CARPENTERS' TOOLS
3—BLACKSMITHS' TOOLS
4—BUILDERS' HARDWARE
5 HAYING TOOLS
6—FARM IMPLEMENTS
7—FARM PUMPS
8—HARNESS AND PARTS
9—FARMERS' TOOLS
10—STABLE SUPPLIES
11—RIDING SADDLES
12—WASHERS AND WRINGERS
13—HOUSEHOLD HARDWARE
14—CUTLERY
15 SPORTING GOODS
16—TINWARE, GRANITEWARE
17—MUSICAL INSTRUMENTS
18 STATIONERY
19—TOYS
20—WATCHES, JEWELRY
21—MEN'S FURNISHINGS
22—DRY GOODS
23—BOOTS AND SHOES
24—SMALL NOTIONS

When no number is given we will send mixed cuts. Our terms are Cash With the Order. Hardware dealers would do well to order promptly. To have these cuts made would cost twice or three times the price we ask for them.

When we cannot supply a fairly good assortment of the group you want we will make up the balance in mixed hardware cuts.

The price is as follows:

25 Cuts for $4.00
50 Cuts for $7.50
100 Cuts for $12.50

No Cuts exchanged.

Stanley Mills & Co.
HAMILTON, ONTARIO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BRASS SIGNS AND STENCILS.

The Mayo-Brown Mfg. Co.
124 McNab St. North, Hamilton, Ontario

Brass Signs and Stencils, Steel Stamping Tools of every description. Embossed Metal Goods – Checks, Corporation, Notary, and Lodge Seals, Steel Stamps of every description, Carriage, Machine and Name Plates.
Agents wanted in each locality.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GRAY IRON CHAPLETS

All sizes, plain, coppered and tinned.
¼ inch to 2 inches.
Sold by all Foundry Supply Jobbers.

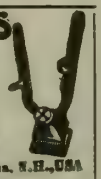
S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS

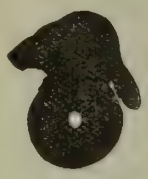


THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue.

Manufactured by
THE COLLINS MFG. CO, - TORONTO

IRON AND STEEL.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MONKEY JACKS.

Trewhella Bros.' Australian Monkey Jacks
For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable exr editious. A necessary tool for every farmer.
Trewhella Bros.
9 Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham Victoria, Australia

RIVETS AND STEEL PRODUCTS.

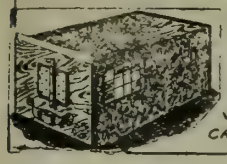
The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

The
Condensed Ads.
on page 60
will interest you

SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the

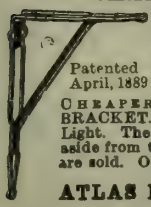
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

Patented April, 1889

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

HOOKS.

Ask your jobber for Gold Coin Wire Hat & Coat Hooks, the kind with a good thread and point, made by automatic machinery.



Send for Sample to

JAMES & REID, Sole Mfrs.
Perth - - Ont.

TOOLS.



TOOL HOLDERS
For LATHES and PLANERS
All kinds—All sizes.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U.S.A.



Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.
Write for Catalog.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL

MOP STICKS

"The Tarbox Brand"
Made in Canada

Many kinds
FOR ALL PURPOSES
Distributed through practically all of THE LEADING JOBBERS
Send for Catalog.
Manufactured by
TARBOX BROS.* - - *Toronto
(Established quarter of a century under the same personal management.)

MARVELOUS POLIVIT

Immerse POLIVIT—a metaloid plate—in hot water, with a little common washing soda. Bring your tarnished silver in contact with POLIVIT and the tarnish magically disappears. Used by the best Hotels and Clubs in England. Lasts longer than 10 bottles of Silver Polish. Makes the silver look like new. **Two sizes. Retails at 40 cts. and 80 cts.** The Hardware Trade of Canada will anticipate a large demand if they stock POLIVIT. Write for full information.

A. A. SHUTE - Fredericton, N. B.
Sole Agent for Canada.

Look for the Name MYERS

Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell ---we ADVERTISE; and, therefore, we CANNOT be unknown."

The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

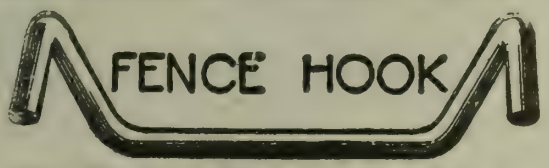
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Limited, - Co., London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Roadway, Near Queen Street - - - TORONTO

How About Valves?

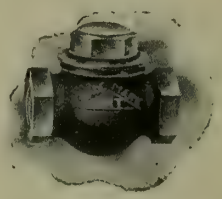
Wouldn't you like to retain all your customers by supplying goods that please? The **J.M.T. Valves** are the ones just suited for this purpose. Made of the best steam metal and highest class of workmanship throughout, giving the valves substantial and symmetrical design for strength and durability.

The present is "sorting-up" time. Try a few **J.M.T. Valves** for your best customers.

Made in three weights—STANDARD, MEDIUM J.M.T., and EXTRA HEAVY.



J.M.T. Globe Valve



J.M.T. Check Valve

MANUFACTURED BY

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto

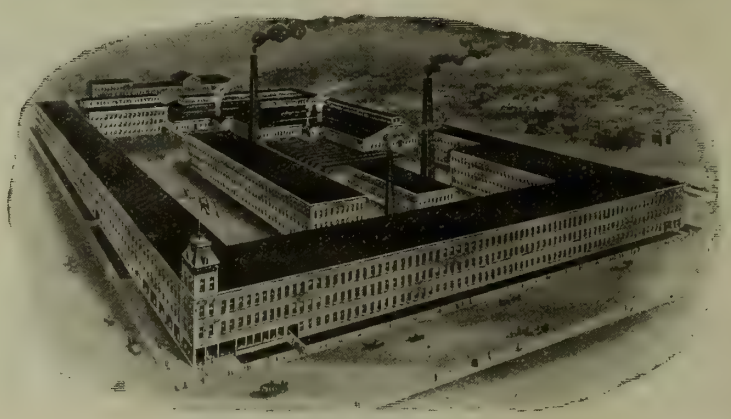
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO and MONTREAL



WHERE "JEWELS" ARE MADE

WINNIPEG and VANCOUVER

To the Western Trade:—We are now carrying a complete stock of STOVES, SCALES, FURNACES, CURRY COMBS and HARDWARE SPECIALTIES at Winnipeg and are prepared to fill all orders promptly. Correspondence addressed to us at Winnipeg will be promptly looked after. Our goods have always been popular with the Western Trade and our aim is to make them even more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.

A Thing of Beauty Is a Joy Forever

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

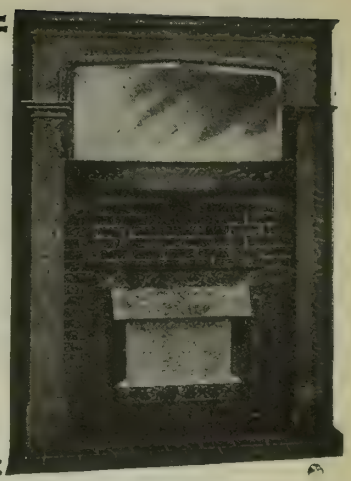
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

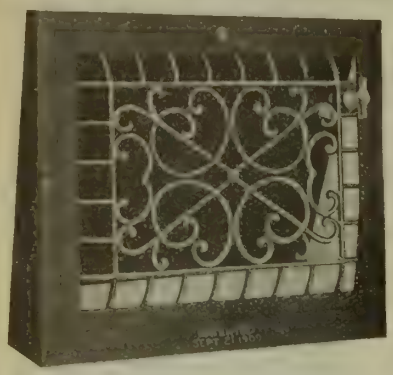
WIRE NAILS

We have the latest machinery and every facility for producing best quality wire nails with perfect heads and points. Special care is taken in the drawing to obtain a regular gauge. Our Wire Nails are guaranteed full weight. Other lines we make and recommend are:

Annealed Wire and Wire Bale Ties — Very Soft and Pliable. Extra Strong. GET OUR PRICES.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

FOR HOLES IN ODD PLACES

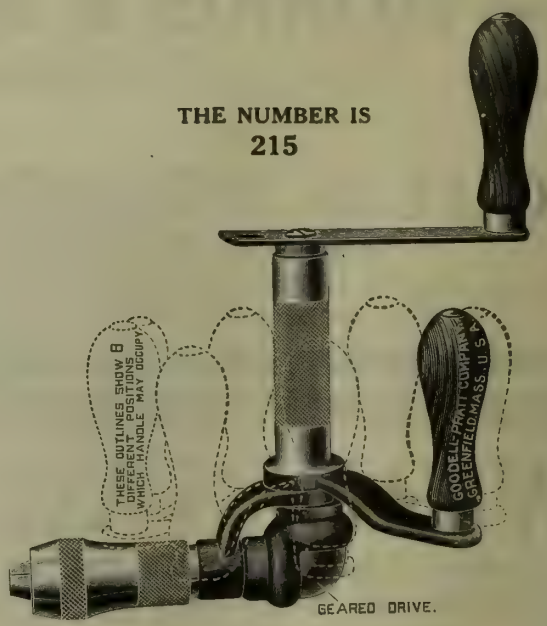
GOODELL-PRATT'S UNIVERSAL CORNER BRACE

A TRULY UNIVERSAL TOOL

The Steadying Handle may occupy any of the 8 positions outlined in the cut. The drive is through two Steel Gears.

It is a strong, practical, well-made and nicely finished tool.

THE NUMBER IS
215



GOODELL-PRATT COMPANY

Toolsmiths

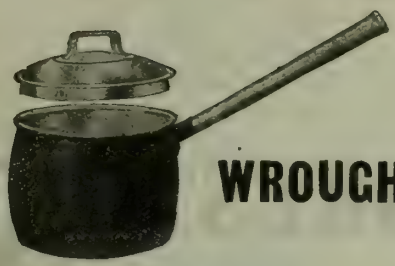
GREENFIELD, MASS., U.S.A.

ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND

MANUFACTURERS OF

"Judge Brand"





ENAMELLED, TINNED,
GALVANIZED, JAPANNED
and BURNISHED

WROUGHT STEEL HOLLOW-WARE





ABSOLUTELY UNBREAKABLE

FIRST-CLASS QUALITY
AND FINISH

Small orders can be enclosed to Montreal.

SOLE CANADIAN REPRESENTATIVE:

JAMES A. HENDERSON, Metals and Hardware, 234 Board of Trade Building, where a full range of our samples may be seen. Illustrated priced catalogue may be obtained on application with discounts, duty unpaid and duty paid.

"ENTERPRISE"



THIS well-known Food Chopper is made with characteristic "Enterprise" skill and care.

For a popular-priced seller there is no chopper to equal it.

It's strong and simple, and the cutting mechanism is perfect. We guarantee it to chop *raw meat* and to do more and better work than any food chopper made.

Thousands of satisfied customers and extensive national advertising have made the "Enterprise" Food Chopper famous the country over.

If you would like to link your store to our advertising campaign, drop a line for some of our trade aids. Gladly sent free on request.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco

SELL

Simonds Files

TO

Saw Millmen

These men know Simonds Saws and are acquainted with the high quality goods which we manufacture, so you see it will not be difficult to interest them in Simonds Files. The fact that they are already being satisfied by one Simonds product helps you to make the sale. There is no question but what these Files are second to none in quality. We want every Dealer in Canada to carry them in stock. Buy through your jobber or direct from any of our offices.

Simonds Canada Saw Co., Limited

Montreal, Que. St. John, N.B.
Vancouver, B.C.

The Goods That Have Made Good Because They are Well Made.

ST. MARYS WOOD SPECIALTY CO. (limited)
HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC



Exhibit at the Ontario Retail Hardware Association Convention

Write for latest Price List Just Issued of Hockey Sticks, Ball Bats and Handles.

Factory and Head Office, - - ST. MARYS, ONT.
Branches, Montreal and Winnipeg

You Can Make Many A Sale

of Preston Steel Ceilings for repair jobs—as well as for new constructions—if you study up on the advantages these ceilings offer as compared with plaster. Let us send you our literature, telling about and illustrating

PRESTON STEEL CEILINGS

Your profit-margin on these ceilings—as on all our goods—will satisfy you; and you safely put your store's reputation back of them. Talk Preston Steel Ceilings to your trade—the ceiling that is fireproof, dampproof, sanitary and PERMANENT — never needs repairs — and is most economical.

You Get The Good Of Our Advertising

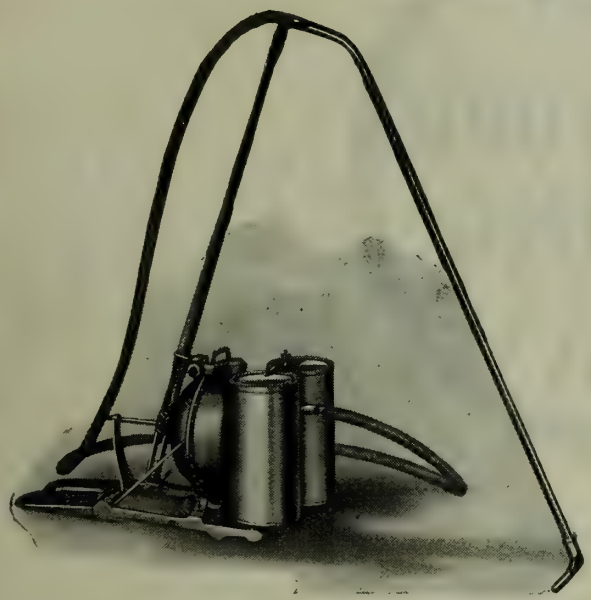
We will refer to you every inquiry coming from your locality, once you connect with us. And inquiries will be plenty, for our advertising campaign for 1911 will be one that will boom these ceilings. Drop us a line for particulars, pattern book showing a few of our 1,100 designs, and trade proposition.

Learn all the details by writing to

The Metal Shingle & Siding Co.
LIMITED
PRESTON, - ONTARIO
Branch Office and Factory at Montreal

Automatic Hand Power Vacuum Cleaner

The Machine with the "Double Tank"



"BLOWS" AS WELL AS "SUCKS"

It is utterly out of reason to attempt to measure this machine by any other hand power on earth because it is different in every essential and is infinitely superior in every particular.

MOST DURABLE, because it is built entirely of malleable iron and steel (others use tin and wood).

AIR DISPLACEMENT, the greatest; because the pump is one-third larger than any other, giving it a much more powerful suction and a strong blow (other hand machines have no blower).

EASIEST TO EMPTY, because our exclusive **double tank** device for separating the dust from the air catches 95 per cent of the dust in the bottom of the tank without screens, baffles or water. Only 5 per cent. is screened and that on the outside of one canvas-covered cylinder (others screen 100 per cent. of the dust in complicated screens, bags, etc.)

EASIEST TO PUMP, because the screening device mentioned above offers but 5 per cent. resistance to the pump (others 100 per cent.).

EASIEST TO CARRY, because it is light, compact and perfectly balanced.

EASIEST TO USE, because slip joints are used on all connections, making them instantly detachable and interchangeable.

This machine will last an ordinary lifetime.

THE AUTOMATIC "HAND POWER" CLEANER may be operated by one or two persons.

Send your orders early. Write for our free circular and discounts.

MANUFACTURED BY

Onward Manufacturing Company, - Berlin, Canada

Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada

MALTHITE
ASPHALT ROOFING

Quality Counts!

At every stage of the manufacture of

MALTHITE ROOFING

we take the greatest care to maintain a high standard of quality in the materials used, and the re ult is a roofing without a peer on the Canadian market.

And because of the many labour-saving devices we have introduced "Malthite" Roofing can be sold at 25% less than any other roofing.

Think what this means—then act promptly and send along your order.

DOMINION ROOFING CO. OF CANADA, LTD.

31-33 Front St. East Toronto, Ont.

TORONTO Gendron CANADA

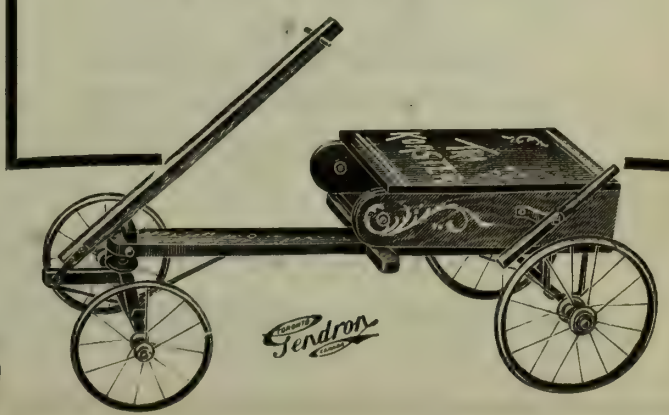
Here's a Good Seller

The "TRI-KOASTER"

A coaster and toy wagon in one. This is one of the nicest-looking and solidly-built combination toy wagons and coasters on the market. Can be used effectively as a delivery wagon. We have a large assortment of these goods---each one full of the real Gendron quality.

Write us for Catalog.

The GENDRON MANUFACTURING CO., Ltd.
TORONTO, CANADA





Here is evidence that "Brantford Roofing" has quality behind it—

In a certain town not far from Niagara Falls, a dealer selling a cheap kind of Roofing made in United States (because it is cheap) came over to our Agent in the same town and bought Brantford Roofing for his own use. We can give names.

This is equivalent to saying—What I'm selling others is not good enough for me. Mr. Dealer, do you handle that cheap kind? If so, why not handle the kind you use yourself and be square with everyone?

Buy a roofing with a reputation.

Why do we sell Brantford Roofing so often to cover wood shingles after they have been on but a short time? Because the new shingle roof leaks. The quality of the shingles is not what it once was. This is why the High Grade Brantford Roofing is the cheapest to buy to-day.

Brantford Roofing is better than metal because it won't rust; better than wood shingles because it won't crack, split or rot.

Brantford Roofing contains no coal tar, paper stock, India Rubber; but the 99% pure asphalt and wood felt, made under our own tested formulas.

The hardware dealers of Canada can bank on the quality of our goods.

BRANTFORD ROOFING CO., Limited

BRANTFORD	MONTREAL	WINNIPEG	SYDNEY, AUSTRALIA
Head Office	Branch	Agency	Agency

Whenever you Want

To SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates, payable in advance:

2 cents per word first insertion
1 cent per word subsequent insertions
5 cents additional each insertion when box number is required.

For a few cents you can introduce your proposition to nearly everyone interested in the Canadian Hardware Trade.







DOMINION

IMPROVED AND PROVED

AMMUNITION

Appeals to every Merchant.

The best advertised line on the market.

Nets you from 20% to 60% profit.

Every Shell and Cartridge is absolutely guaranteed to you. Handsomely lithographed labelled boxes aid materially in making a sale and give a very attractive appearance to your shelves.

Customers are best satisfied with the unexcelled quality at the less duty price.

We make one hundred and thirty different types of Cartridges.

Specify DOMINION.

DOMINION CARTRIDGE COMPANY, LIMITED
MONTREAL, CANADA



That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.

Making a Study of Advertising

The Way to Overcome Mail Order Competition is to Advertise — The Three Kinds of Study Necessary to the Successful Ad.-writer—How to Acquire the Advertising "Knack."

Hardwaremen have heard and read a great deal in recent years about the competition of catalogue houses and department stores. The fact that some of the leading firms have been sending their goods by mail, express and freight into the remotest corners of every province has had a disquieting effect upon the retail trade generally in the smaller towns of Canada.

Not long ago Hardware and Metal asked a dealer in a northern Ontario town, how he was meeting catalogue house competition, and he replied bitterly "I'm not meeting it, and the hardwareman who thinks he is, simply deceives himself. They are selling goods at inferior values right over my head and getting cash with every order."

Advertising Makes Mail Order Business.

Why? How is it that a man in an Ontario town will take chances in buying from a Toronto mail order house, sending his money in advance, suffering several days' delay in receiving the goods, and running the risk of breakage in transit, when, in all probability, he could have bought the same goods at the same price in his local hardware store?

The reason is that he didn't know he could get this value from his local dealer, and he did know he could get it in Toronto. The advertisement of the mail order firm had informed him as it has informed thousands of their customers everywhere.

It is perfectly obvious that the mail order firms couldn't exist without advertising. Their business is founded upon advertising, and they depend upon it for every day's business.

A Hopeful View.

The thought that mail order success depends primarily on good advertising, and not necessarily on exceptional values (so far as hardware is concerned, at least), should put a more hopeful construction on the whole question of mail order competition. It means simply this, that, if the hardwareman will put as much thought and study upon his advertising as he does upon the buying, financing and other departments of his business, the mail order bogey need have no further terrors for him.

How to Study Advertising.

Many books have been written on the subject of advertising, but it is not from reading books that the knack of writing good ads. comes. It is more from a knowledge of the goods on the shelves, an understanding of the people who buy—their likes and dislikes—and a critical study of advertising, as it appears in the daily papers and magazines, street cars and bill boards.

The man who knows his goods, and knows the people to whom he is appealing, is equipped with two essentials of good ad.-writing. If he also acquaints himself with the methods of professional ad.-writers by studying their work in the current periodicals, and succeeds in adapting these to conditions in his own locality, he is on the way to produce business-winning "copy."

Studying the Goods.

While ad.-writers often prepare splendid advertisements for articles with which they are not very familiar, the man who thoroughly knows his goods has a great advantage to begin with.

In the average hardware store, where the ads. are written by the proprietor or one of the head clerks, there is the best of opportunity to know the goods to be advertised. There they are, on the shelves, or in the store room. They can be actually handled and studied minutely—and they should be. The ad.-writer should look them over just as critically as if he were about to buy them. Then none of the good points can escape him —the quality of material from which they are made, the care with which they are put together, the attractive finish, and ease of operation.

In addition to examining the actual goods, it will be found of advantage to study the catalogues and booklets issued by manufacturers. They contain a great deal of information which can be used to interest prospective buyers. Knowing the goods will enable the ad.-writer to create a strong desire for possession in the minds of his readers—and that is the object of advertising.

Studying the People.

Some people call this phase of the advertising problem by the formidable name of "Psychology"—which, in plain English, means a study of the mind.

Different localities are inhabited by different classes of people. The merchant always bears this in mind when buying his stock, and he should also consider it when preparing his advertising.

Roughly speaking, the general run of Canadian towns are catering to either of four classes of people—farmers, retired farmers living in town, mechanics and factory hands, or railway men. Each class has its own ideas of what constitutes good buying for the household, and the hardwareman's advertising must be governed by the views of the people whose trade he is inviting.

In addition to these four general classes, there are many local prejudices to be taken into consideration. The arguments which appeal strongly in one factory town fall flat in the next one. So it resolves itself into this—that each dealer must study the whims of his own people and must gauge as nearly as he can the workings of their minds, in order to produce the kind of advertising that will induce them to buy at his store.

Getting the Advertising Knack.

In picking up a popular magazine, the man who is making a study of the advertising problem almost unconsciously turns first to the back of the book, and begins looking over the advertisements. His eye is critical, and he is quick to pounce upon ideas in illustration or expression which are a little out of the ordinary. He weighs them carefully, to judge whether they are likely to create business. If he decides that the ideas are good, he may adapt them to his own work. If they strike him as being weak and not likely to produce results, he has learned something more about "How Not to Advertise."

Bill boards and street car displays will have the same interest for the ad.-writer who is anxious to improve his work. He is always wide awake for new ideas.

So it should be with the hardwareman who wants to make his advertising pay. In his morning paper he will find dozens of advertisements which will give him food for thought. Every magazine he picks up can give him a lesson in ad. writing, which cannot fail to improve his own efforts. The posters, signs and dodgers that he meets at every turn will all contribute to his education in the science of advertising—if he studies them.

In this age of commercial publicity there is no dearth of material for the student of advertising. All that is needed is a fair knowledge of English, an ambition to write alluring and convincing "copy," and a determined application to a study of the subject.

COMPANIES INCORPORATED.

Caron & Pilon, Limited, have been incorporated to carry on the production and refining of petroleum, animal and vegetable oil and by-products thereof; head office, Montreal; capital stock, $50-000.

E. Cantelo White & Co., to manufacture and deal in all articles in which metal, glass, stone, brick or wood form a component part, electrical fittings, appliances and fixtures and building materials, etc.; head office, Montreal; capital stock, $50,000.

The Wm. Gray-Sons-Campbell, Ltd., to manufacture carriages, wagons, sleighs, automobiles, bicycles, fanning mills, weigh scales, etc.; head office, Chatham, Ont.; capital stock, $2,000,000.

Compagnie Industrielle Transcontientale, Limitee, to carry on, among many other lines, the business of contractors, house agents, dealers in stone, lime, bricks, timber, hardware and other building requisites; head office, Sherbrooke, Que.; capital stock, $45,000.

Some Current Hardware Advertising

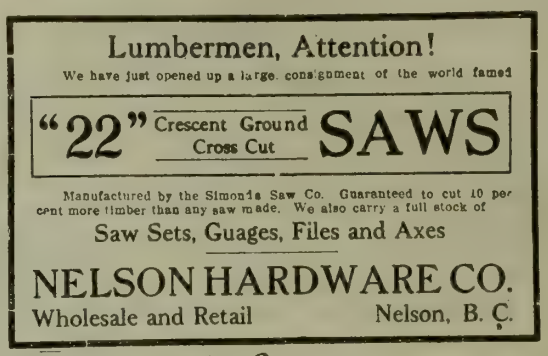
Criticisms and Suggested Improvements—One First-Class Advertisement Reproduced for Comparison—Dealer Still Running "Happy New Year" Ad.

In advertisement No. 1, enough space is consumed by the words "Farmers! Attention! Note Our Specials," to tell a good story. It is hard to get anybody to read an ad. by simply yelling "Attention" in scare-head type. The Kelly year, and anybody who reads the opening sentence on March 2nd is not likely to go much further. Frequent change of copy is an essential if the merchant desires results, and that is what every advertiser should strive for. Incidentmuch more likely to notice the panel containing the words "'22' Saws," than the invocation, "Lumbermen, Attention." If a cut of the saw were used it would be still more likely to attract.

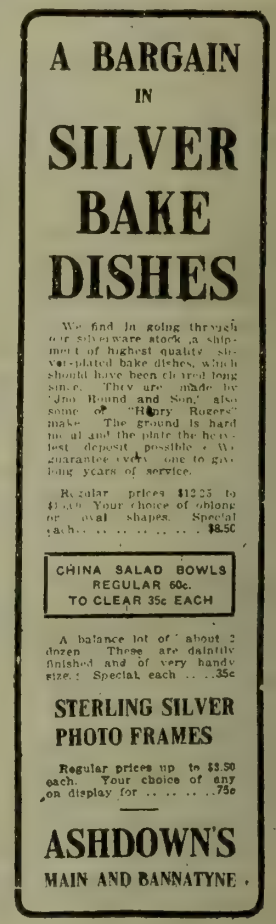
No. 4 is the old-style "announce-



No. 1



No 3



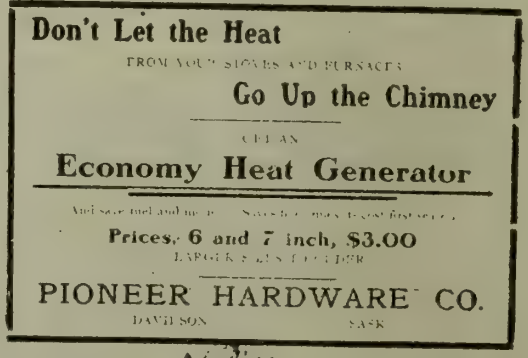
No. 6



No. 2



No. 4



No. 5

Hardware Co. would have spent their money to better advantage by giving some description of the curry comb and washing machine they are offering.

T. P. Calkin & Co. have forgotten to change their copy since the first of the

ally, we might remark that, "If It's Hardware, We Have It," is a good store slogan, but it should be used at the beginning or conclusion of the ad. to be effective as such.

The lumbermen who read No. 3 are

ment," and it cannot be classed as an advertisement. Not a single reason is given for dealing at Dostaler & Lessard's. This ad. has the same chance of making good as the traveling salesman who opens the door of your store

and shouts: "Complete Line of Hardware, an Order From You Will be Welcome!" Advertising should be "printed salesmanship," and every salesman has to have some reason for soliciting business or he'll not get any.

No. 5 would be a good. ad. if it told something about the appearance and construction of the Heat Generator. The reader is not likely to surrender until he knows why this heat generator can keep heat from going up the chimney without interfering with the draught. Statements are not convincing unless they are backed up by facts.

No. 6 is a good example of hardware advertising. The type arrangement is well calculated to attract the attention of anybody who has any notion of buying a silver bake dish. The articles in question are so well described that the reader can almost draw a mental picture of the dishes. A good cut would heighten this effect. Mentioning the names of the makers is good, and helps to impress the idea of quality. If all hardware advertising were as good as Ashdown's, the trade would not have much to fear from mail order competition.

Steps Necessary to Extend Stove Trade

A Good Advertising Campaign, a Neat Stock, and a Well-Informed Staff, Are Necessary adjuncts—Should Stoves be Advertised by Trade Mark Only?

To make the stove department pay, as it should pay, the dealer must work along the following lines:

1. Advertise wisely and well.
2. Keep a good stock of stoves in neat and attractive order.
3. Have a well-informed staff of salesmen.

The three are equally essential. The dealer who kept a splendid line of stoves and advertised them effectively, would still fail to get best results, if his clerks knew nothing of the selling points of the line carried. You have to prove your stove before you can sell it; explain its exclusive features and advantages; dilate on its arrangements for added convenience, its value from the standpoint of economy. On the other hand, it does not suffice to have good stoves and well-informed salesmen. You must bring the customers into the store in the first place; and that's where the necessity for advertising arises. Lastly, the most effective advertising that could be devised, coupled with the most persuasive staff of salesmen that ever skirmished for business, would utterly fail to build up a lasting trade if the stock were not up to the mark.

Advertising Convinces.

Advertising is very necessary in the stove business for various reasons. In the first place, sales are not made, as a general rule, in rapid order. They are made by slow process. The expenditure being large, it requires some time for the average householder to make up his or her mind. People will think over the matter for quite a while; and in the meantime, all stove ads., that come to their notice, will be studied with closest interest. In a great many cases, when a person enters the store, the sale has been half made. The mind has been made up to a purchase and a certain bias existed in favor of the stock carried by that particular dealer. Credit for the partial persuasion thus effected, must be placed at the door of the advertising campaign of that dealer.

That is one reason why advertising is necessary. There are others. It is necessary to create business in the "off seasons." Stove sales come naturally in the fall, but it requires a good publicity campaign to bring business at other times. Dealers who advertise systematically all the year around, find that they can sell stoves in the most unlikely seasons.

Use a Trade Mark.

In a recent address, an American stove manufacturer threw out the following suggestion:

"I believe that Stoves and Ranges should be advertised by the use of a Trade Mark, which is placed upon your entire line. In this way you advertise for $1.00 what it would cost you ten times that amount if you undertook to use pictures of sectional views of the different styles and makes you may wish to offer for sale. When you use a cut or picture of a stove or range, your ad. looks to the consumer exactly like all other stove ads., appearing in the same paper that day."

The idea is, in some respects, a novel one, but it is worthy of consideration.

Arrangement of Stock.

After the advertisement has brought the customer to the store, the second point arises. Is your stock likely to create a good or a bad impression? Sales are often made or lost in the first moment, when the customer looks the stock over.

The stoves should be arranged with a view to appearance and facility for display. A chair or two should be handy for the use of customers. The last point is important, as the lady of the house is almost invariably on hand and the discussion is likely to be long drawn out before a sale is effected. All the stock should be well burnished, free of encumberances and presenting that unmistakeably new look, which purchasers demand.

Dust has probably done more to spoil sales than the ignorance or bungling of salesmen.

Know Your Stoves.

Last—but decidedly not least—the man, who essays to sell stoves, must know a great deal about them. Purchasers have to live with the stove they buy for some years and consequently they want to know all about it beforehand. The man of the house wants to find out if it is a heavy consumer, and how the consumption can best be regulated. His wife is interested in the cooking qualities—if it is a range—and will subject the clerk to a rapid crossfire of questions along that line. Only one who knows the stock will come through this inquisitorial grilling with flying colors. If he is doubtful on any point, the hesitancy and vagueness of his replies will be readily detected and his chance of selling that particular make of stove will be gone.

Pick Out Strong Points.

In the course of the address previously referred to, the following statement was made:

"My advice to a salesman would be to pick out four or five exclusive and distinctive features found only in your make of stove, and dwell long and hard upon these, having in mind the fact that he is talking something that no one else has or can show. In the majority of cases, a good stove is sold at a profit and a satisfied customer is made."

The stove business requires considerable ingenuity and tact, much perseverance and a good store of initiative. It requires concentration, study and effort to sell stoves. After selling a stove to the average man and his good wife, a salesman has every reason to feel that he has done a good stroke of business. Stove salesmanship, therefore, is a study in itself, and, as such, it deserves a full measure of attention.

In order to improve business in this department, a dealer cannot afford to neglect any one of the three lines of effort mentioned. He must advertise effectively and not let his nerve fail him on the subject of expense; he must keep his stock neat and up-to-date; and he must know his goods from the base up and have clerks equally well versed.

BRANCH AT WINNIPEG.

According to a despatch from the Manitoba Free Press, the firm of George Stacey, cutlery manufacturers, of Sheffield, England, may establish a branch office at Winnipeg. Mr. Stacey is in Winnipeg, and is reported to have been favorably impressed with the prospects there. He expressed himself as amazed at the growth of the western metropolis, which he visited some 21 years ago. Mr. Stacey has family, as well as business, associations in Canada. His father came to this country in the early eighties, and found the climate of the Dominion so congenial to his health that he determined to make his stay permanent, and is now at Toronto, hale and hearty in his 84th year.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - - - 511 Union Bank Building. Phone 3726
Vancouver, B.C. - - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

ENCOURAGE CLERKS TO COMPETE.

Many of our readers have commended the series of clerks' contests which we have been carrying on for the past few weeks, and have expressed their appreciation of what we are doing to interest clerks in improved methods of salesmanship.

In helping the clerk to become a better salesman, we are assisting his employer just as much as himself, as the employer benefits directly from every dollar's worth of goods sold by his clerk. And the clerk who is sincerely endeavoring to improve himself, is exceedingly valuable to his employer, even apart from his selling ability. He fits snugly into the store organization and helps to better its every department.

Wide spread interest has been taken in these contests so far, and replies have been numerous from every province in the Dominion. But we want to see even greater numbers of hardware clerks take advantage of the opportunities for learning, afforded by these contests. We therefore ask our readers to talk the matter over with their clerks, and encourage them to take part in the contest which is announced on another page.

In the earlier competitions of the series, the subjects were purposely made rather simple. Now, however, we are entering upon more complex problems, which will bring out the ingenuity of the competitors, and teach them to size up more carefully, the various situations which confront them in their daily work.

Encourage your own clerks to compete in this contest. It cannot fail to improve their salesmanship, and therefore their value to you.

DO NOT ENCUMBER STORE FRONT.

It is not wise for merchants to crowd the entrance to their store by placing articles on the outside of the front entrance. Many hardwaremen, otherwise quite progressive, follow this plan closely. In the winter, they have sleighs along the front and sides of the windows; in summer, they use the same space to show a great variety of seasonable goods. The writer visited a store the other day, which was almost unapproachable for this reason. Large baskets lined the front, heaped up with a miscellaneous collection of articles of all sizes. Stepladders ranged the sides of the windows and hampered entrance to the store. There were spades, shovels, kegs of nails even, spread around. The place looked like nothing so much as a junk shop.

The display of goods in this manner is liable to defeat its own purpose. People will notice them but will often be irritated rather than impressed. An untidy and encumbered entrance is suggestive of confusion and disorder within and customers are not at all likely to be attracted by so back-handed an advertisement.

COMPLAINTS FROM PAINT TRADE.

During the past week, reports have come to us of methods which have been adopted by some paint manufacturers, and which, if persisted in, will tend to seriously upset conditions in the trade, and create a situation damaging alike to manufacturers and retailers.

The scheme consists in going to a dealer who is carrying a certain line of paints, and offering to take this stock off his hands, replacing it with a stock of the firm's goods, at very low prices.

Of course, the stock which has been taken in exchange for the new product, must be disposed of in some way, and it is generally worked off at slaughter prices.

The effect upon the trade, may readily be imagined. Retailers who buy at these cut prices are likely to take advantage of the fact by under-selling their competitors, and this, in a year of abnormal values in turpentine and linseed oil, would be disastrous.

The manufacturers whose products are displaced in the manner described, will probably suffer. They will find it difficult to maintain fair prices on their regular stock, in competition with the same material which is being slaughtered by their competitors.

This is a year when manufacturers and dealers in paints should stand together as never before. The public have heard of the exceedingly high prices ruling on the materials which enter into the manufacture of mixed paints, and, if an element of competition is introduced to force down prices at some points, the trade will be seriously handicapped and all concerned in the manufacture and distribution of mixed paints, will feel the effects.

CARRY BOY SCOUT SUPPLIES.

The boy scout movement is growing with giant strides. It is not a rash guess, to estimate that this summer two boys will proudly sport their scout uniforms to every one who wore the khaki uniform and carried the staff last year. Patrols are being organized in all parts of the country. Fullest confidence is expressed that the movement is on a permanent footing; that in the future, boys will join scout patrols just as naturally as they will go to school.

The demand for supplies is, therefore, bound to show a material increase this year. Not only will the almost numberless recruits require suits, hats, cans, capes and all the other paraphernalia, but the older members will be in need of supplies as well. Boys soon outgrow their clothes and they possess the faculty of wearing out and losing articles. On an average, a complete new supply will be needed by every boy scout each year. It will readily be seen that the trade in these lines promises to reach truly formidable proportions.

How many hardwaremen are handling now, or are thinking of handling, boy scout supplies? Quite a number are, of course, but the percentage is small. And yet there is no reason why boy scout supplies should not be a fixed feature of every hardware store. They constitute a legitimate, and logical, hardware line; it is to the hardware store that the average customer would first look when desirous of buying scout supplies. It is therefore not creditable to neglectful members of the trade, who are letting the opportunity slip, that the business is slowly drifting to other stores. The present is a suitable time for hardwaremen to make arrangements for the

handling of a line of scout supplies. If the matter is allowed to slide longer, the opportunity may never present itself again in such favorable colors.

◉

DOES EARLY CLOSING PAY?

There are still a few hardwaremen who are inclined to debate the question of whether it pays to close the store early. Of course, like everything else, this depends very largely on local conditions, but we believe that there are few exceptions to the rule that early closing pays—both directly and indirectly.

From the mere standpoint of dollars and cents, the dealer who is debating this question, should ask himself how much he really sells, in the evening, after half past six or seven o'clock. In nine cases out of ten, the answer will be that sales at this time of day, are very small. Possibly there may be a few hangers-on, who will drop in to smoke a pipe, but actual buyers will be few and far between.

On the other hand, running expenses are considerably higher than during the daytime, owing to the lights which must be kept going, and the fires which have to burn at highest capacity. From the money standpoint, therefore, it costs more money to do less business, and that is not a good proposition.

But there is another and broader way of looking at the question. The business of a store is greatly affected by the loyalty or disloyalty of its clerks. Their loyalty is won by proper consideration being shown them, and the proprietor who expects his clerks to work until late in the evening, is not considerate of them. He gives them no opportunity for social enjoyment, or, for that matter, of making friends for the store, among those whom they meet.

As for the dealer, he narrows himself when he ties down too closely to the business. By spending more time with his family, he will not only get more enjoyment out of life, but will actually profit in the end, because, after an evening of rest and comfort, he will go back to his store the next morning better able to cope with the problems which harrass him.

◉

THE IMPORTANCE OF THE STOVE TRADE.

If asked to give off hand an estimate of the number of stoves made in Canada in the course of a year, most dealers would find themselves at a loss and their answer would prove far wide of the mark. At the end of last year, a daily newspaper in a Canadian city secured permission to go through the books of a stove manufacturing company and, as the result of the investigation, announced that 80,000 stoves had been turned out during the twelve months. This was the output of one company only, so an idea can be gained of the total output of all Canadian companies. Large though the number seems, it must be borne in mind that, at some seasons of the year, the supply can barely keep pace with the demand. In the West particularly, the market for stoves is widening rapidly.

The importance of the stove department in the hardware store should never be lost sight of. Many dealers are quite willing to let the stove sales take care of themselves, except perhaps in the fall when they bestir themselves a little. This is not the proper attitude to assume Each dealer should figure out that, with so many thousand stoves being sold every year, he is entitled to a good share of it and should proceed to realize on the possibilities. Stoves can be sold all the year around—and are sold—by enterprising retailers. This condition is not peculiar to certain localities only; stoves can be sold anywhere, at any time, by the right man. At the present time, a splendid opportunity is commencing to show itself for the sale of ranges and gas stoves. Spring time and moving time having become almost synonomous terms, the season of showers and sunshine is recognized as the likeliest period of the year in which to sell ranges. The enterprising dealer will, therefore, lose no time in preparing for an active campaign, to start as soon as the season opens.

◉

FARM VALUES STILL GROWING.

Hardwaremen who are looking for the farm trade, will find much to interest them in the Dominion Government's Census Report for January.

This report deals with the values of farm properties and wages, during the year 1910. Everywhere along the line, increases are reported, showing that tlhe present prosperity of the Canadian farmer rests on a sure foundation.

The total value of farm stock on Canadian farms is placed at $593,768,000, which is $34,979,000 more than in 1909. The average price per head of horses, is $132.50, as against $130.72 in 1909; milch cows brought $42.60, as compared with $36.36; the average price of other cattle was $30.90, against $28.81, and of sheep $6, against $5.89. A slight decrease is reported in the average price of swine, this year's value being placed at $11.30 per head, compared with $11.80 in 1909.

The dealer who hustles for the farm trade is not wasting any energy. He is reaching out in a direction where results are surely attainable, if the proper methods of salesmanship are employed.

◉

POINTED EDITORIALS.

Begins to look like spring house-cleaning time.

* * *

Is your own store a good advertisement for the paints you sell?

* * *

Although the first robin has already been reported, we have no word as yet of any of our subscribers selling the first lawn mower.

* * *

Indications point to record-breaking building operations in Canada, during 1911. That is something to make the hardwareman happy.

* * *

It is not good policy to "rush the season" but it is a still more serious mistake for a merchant to let the season get ahead of him. Are you ready to attend to the spring demand for paint?

* * *

The contest which we are announcing this week, in the "What Would You Say" series, will afford a good test of a clerk's ingenuity. Be sure that all your clerks know about it, and ask them to compete.

* * *

The Hardware and Metal Association of British Columbia, are holding their annual convention this week. A full report from our special correspondent, will appear in the next issue of Hardware and Metal.

* * *

R. R. Gamey will introduce a bill in the Ontario Legislature to limit the number of wild ducks that a man can shoot in one day to twenty-five. The average nimrod will never be guilty of infringing that regulation. It would keep a good many amateur marksmen hustling to break the law, if the limit were placed at two a day.

Our Page for Hardware Clerks

WHAT WOULD YOU SAY?

Very Interesting Problem to the Fore—Approach of House-cleaning Season Suggests the Subject — Every Hardware Clerk in Canada Invited to Compete.

The success of Hardware and Metal's "What Would You Say" competitions has been phenomenal. In the last contest particularly, great interest was aroused, and it was especially pleasing to receive so many contributions from the Maritime Provinces and British Columbia—the extreme East and the extreme West of Canada.

The replies received have been so uniformly good, that we have been forced to the conclusion that more difficult problems must be presented in order to afford our contestants the proper kind of mental exercise. The subjects previously chosen, were, perhaps, too easy, and did not give enough scope for the kind of clerks we have in Canada.

Something to Think About.

So we have hit upon a more complex problem this time—one that will cause a lot of thinking. The idea was suggested by the fine bright weather of the past couple of weeks—a condition which indicates an early housecleaning season.

Very soon, the careful housewife will begin to plan her annual campaign against dirt. That always means a lot of business for the hardwareman, but, this year, a new element will enter very largely into the house-cleaning proposition. That element is the Vacuum Cleaner.

A New Element to be Considered.

Not that the Vacuum Cleaner is an absolutely new idea this year. It isn't! But, as a result of demonstrations and printed advertising during the past couple of years, the great mass of the people are just now waking up to the great convenience and comfort which comes from the possession of a Vacuum Cleaner.

Subject of New Contest.

The Vacuum Cleaner, therefore, is the subject of our next contest.

The scene is in Anybody's Hardware Store, Anywhere, Canada. Enter a lady (the wife of a successful lawyer) who wishes to buy some articles for her housecleaning, mentioning, among other things, a carpet beater.

The problem is to sell that lady a Vacuum Cleaner. "What Would You Say," to get her interested to the extent that she decides to purchase a Vacuum Cleaner?

Here is a problem which affords free scope to a clerk's ingenuity. In working it out, he will be giving himself a lesson in aggressive salesmanship and initiative action, which will go far to make him a better hardware clerk.

There are many sides to this problem, and they will all have to be taken into consideration, when awarding the marks —the method of introducing the subject, the manner of presenting arguments in favor of Vacuum Cleaners as opposed to old style cleaning systems, the style of language used, the method of working up to the climax, and many other phases of the problem.

Longer Time Given.

Complaints have been received that in our previous contests of this series, not enough time was given to enable contestants in British Columbia and the Far West, to work out a proper reply.

This contest, therefore, will not close until noon on Wednesday, March 29th. All replies should be address to "The Editor, Hardware and Metal, Toronto," and, in one corner of the envelope, the words "For Clerks' Contest," should be written.

Limited to Five Hundred Words.

The replies should not be longer than five hundred words. This will give an opportunity for putting forth a lot of strong arguments, but will encourage a brief and concise method of presenting the case—and many sales are lost through the salesman talking too much.

The contest is open to any hardware clerk in Canada. The contestants should in each case, state the name of their employer.

Prizes Offered.

While the value of the contest to every clerk who takes part, really cannot be estimated, prizes are offered by Hardware and Metal, to those who are adjudged the best and second best.

First Prize—$3 in cash, and one year's subscription to Hardware and Metal or MacLean's Magazine.

Second Prize—One year's subscription to Hardware and Metal or MacLean's Magazine.

A SPLENDID QUALITY TALK.

In the recent washing machine contest of Hardware and Metal's "What Would You Say" series, Aubrey F. Cunningham, of Dundalk, winner of the first contest, submitted a very convincing talk on the quality of the washing machine he was trying to sell. It showed that he had studied his subject and knew what he was talking about. It would be a difficult matter to put up a better quality argument on this subject, and the entire descriptive paragraph from Mr. Cunningham's reply is therefore given below:

"The tub is constructed from imported cypress lumber, which, being thoroughly kiln dried, is heat proof and is naturally waterproof. The iron parts are of unbreakable malleable castings. The use of birchwood in making the agitator, eliminates any possibility of slivering, and, of course, the arms remaining smooth, will not tear the most delicate fabric. The large fly wheel, the ball bearings and the self-oiling covered cogs, which are found only on this machine, make one of the essential points of the perfect washer, and that is, Ease of Operation. In one operation the fast revolving dolly keeps the clothes in perpetual motion, turns them from side to side and distributes the soap. The fluted sides and bottom, against which the clothes are brushed, and the main principle employed in taking out the dirt, that of forcing the soapy water through every shred of the cloth, form the basis of the other essential, Clean Washing. The heavy pressure and severe rubbing, as used in many washers, greatly shortens the life of a garment. We guarantee this machine to wash **clean** a blanket, as well as a handkerchief."

SATISFYING THE CUSTOMER.

The customer likes to leave a store with a feeling of entire satisfaction that he has got the best he could for his money, and the good salesman will always see that his customer goes out feeling that way.

A young man entered a leading hardware store in Peterboro shortly before Christmas to purchase a carving set. The clerk who waited on him was neatly and tastefully dressed, and as far as his personal appearance went, he was up to the standard of the most exacting in the hardware business. He was cool and collected, although the store was pretty well filled, but he was covering the ground just the same. After all, the good, steady-going clerk seems to be preferable to the man who is what might be called a "fusser." That is the fellow who talks loud, as if there were no one else around and he were the only clerk, who hurries and bustles as if he were doing the work of all the rest of the staff.

This clerk gave the customer his entire attention, even though a friend of his was eager to have him hurry to attend to him. He showed a half dozen or more sets in cases and picked out those which he felt would give satisfaction. Then he said: "We have another good line here, but there is no case for it.

We can safely guarantee the quality of the steel. The manufacturers have assured us that, should any prove inferior, they will make them good with others. Last year I made a present of a set of the kind to a brother of mine, so I want you to feel that they are all I say. The handle on this knife is as good if not better than any of those in the show case. Just try it yourself."

The purchaser took the set without the case. The clerk took a piece of chamois he had handy, and shined the knife and fork. Then he wrapped each part in tissue paper and put them in the long box in which they had come. With careful handling at home the case would hardly be missed.

"I always like to give all customers my best attention," said the clerk, turning to a friend, "and send them away feeling that they could not have received better attention anywhere else, nor have been shown more stock."

That was his ambition. There was only one point he might have mentioned, and that was the method in which the handle was attached to both knife and fork. This is an important selling point, for, after use, if the handle has merely been burnt in or waxed into the handle, it is liable to become loosened, and is always vexatious.

COMPANIES INCORPORATED.

The Hamilton Lock and Hardware Mfg. Co., head office, Hamilton; capital stock, $100,000.

The British Columbia Steel Corporation, to manufacture and deal in iron, steel and all other metals from the ore to the finished product thereof, paints, oils, pigments and varnishes, etc.; head office, Toronto; capital stock, $10,000,000.

Caron & Pilon, Ltd., Montreal, have been incorporated to do business in refining petroleum and oils. The incorporators are C. J Caron, J. O. Proulx, H. J. Pilon, F. Proulx and J. S. Trempe. The capital is $50,000.

VISIT OF ENGLISH CUTLERY MAN

T. H. Hodgkinson, representing W. R. Humphreys & Co., cutlers, Sheffield, Eng., is now paying a visit to Canada. This week, he has been at the King Edward Hotel, Toronto, and he will stop at the Royal Alexandra, Winnipeg, from March 17th to 22nd; Hotel Vancouver, Vancouver, April 3rd to 8th, and the Empress Hotel, Victoria, April 9th to 12th. He will also call at Regina, Calgary and Edmonton.

TYPOGRAPHICAL ERROR CORRECTED.

In last week's issue of Hardware and Meal there appeared a cut of H. T. Kirk, of New Westminster, B. C., with the underline: "New Secretary of Hardware and Metal Association of B. C." No doubt our readers instantly recognized this as an error, Mr. Kirk being the able president of the association. This line should have appeared under the cut of R. D. Dunning.

NEW REPRESENTATIVE IN THE WEST.

David Williams has been appointed general representative of the MacLean Publishing Company in Manitoba and Saskatchewan, and he is now en route for his new field. He will visit every village, town and city of Manitoba and Saskatchewan, so that the merchants of these provinces can look forward to meeting him soon. Mr. Williams has had a wide business experience, having owned and managed a large woolen mill in



DAVID WILLIAMS,
Appointed General Representative of MacLean Publications in Manitoba and Saskatchewan.

Collingwood, Ont., for some time. For a number of years he has been covering Ontario and the Maritime Provinces in the interests of the thirteen MacLean publications, and his practical knowledge of industrial conditions in Eastern Canada, will enable him to offer some very helpful suggestions to the business men of Manitoba and Saskatchewan.

Hardware Letter Box

Second Hand Machinery.

Brewer & Harrison, Parkhill, Ont.—"Can you tell us where we may procure a second hand small Turning Machine, and also a Large Burr in good condition?"

Try H. W. Petrie, Toronto.—Editor.

School Bells.

J. A. Elives, Paisley.—"Will you kindly give me the names of some firms handling school bells?"

Taylor-Forbes Co., Guelph.—Editor.

Pumps.

Fred Adams, Fordwich, Ont.—"I would be much obliged if you could advise me as to what Canadian firm handle pumps, etc., made by F. E. Myers & Bro., Ashland, Ohio."

If your jobber does not handle this line, write direct to the firm mentioned, and they will tell where their goods may be procured in this country.—Editor.

Welding Compound.

James S. Neill & Sons, Fredericton, N.B.—"Will you kindly advise us who make "Climax Welding Compound."

Portland Welding Compound Co., Portland, N.Y. Nearly all Canadian jobbers can supply it.—Editor.

Sheet Copper.

La Compagnie, Martineau, Quebec.—"Please let us know where we could buy copper sheets 72 x 36, 16 oz."

A. C. Leslie & Co., Montreal; B. & S. H. Thompson & Co., Montreal; M. & L. Samuel, Benjamin & Co., Toronto; Booth-Coulter Copper & Brass Co., Toronto.—Editor.

Hot Air Traveling North.

T. G. Downard, Kenora.—"Can you tell me whether there is any difficulty about getting hot air to travel north, in a hot air furnace installation?"

If the installation is properly made, there is no reason why hot air should object to traveling north. The chances are that, in this particular case, the ceiling in the cellar is too low to admit of the proper rise to the hot air flue. If the flue from the furnace to the partition pipe is almost horizontal, there will be difficulty in heating the room to which the pipe leads, as this whole heating system is based upon the principle the hot air ascends.

Mineral Wool.

Sumner Co., Moncton, N. B.—"Kindly give us the name of the manufacturers of mineral wool."

Eureka Mineral Wool and Asbestos Co.—Toronto; Canadian H. W. Johns Manville Co., Toronto.—Editor.

Zincloid.

Mayo-Brown Mfg. Co., Hamilton.—"Could you inform us the name of the firm and their location who manufacture a sheet plated metal known as 'Zincloid' ?"

Can any reader furnish this information?—Editor.

MONTREAL FIRM TO BUILD.

The construction of a new $135,000 building in Montreal will soon be commenced by the Gillette Safety Razor Company, of Canada, Limited. It will be a five storey structure on St. Alexander and Dowd Sts., with dimensions 105 ft. by 76 ft.

News and Methods of Canadian Hardwaremen

How a Seeds Department Brought Business — Reproducing a Warship in Hardware Window.

DISPLAY OF ASH SIFTERS.

Halifax.—An effective display of a patent ash sifter has been made in a local hardware store. Although the window is a big one, there are only three sifters on display and very few other articles. At the rear of the ash can, on which the sifter rests, is a little draping. A scuttle of sifted coals is suspended at the rear. The simplicity of the arrangement constitutes its strongest point. It is stated that a large number of sales have resulted.

SEEDS SOLD HARDWARE.

Halifax.—A local hardwareman has been converted to a firm belief in the wisdom of carrying seeds as a sideline. He tells the following story:

"I was going to work one morning when I was overtaken by an acquaintance, who inquired if we carried seeds. I told him we did and, as he had just decided to make a good lawn, he bought 10-lb. of blue grass and white clover mixed. The yard was being levelled and filled in with heavy black soil, and enquiry at the house when the seed was delivered, sold a garden rake. A very simple follow-up system sold a few sweet pea seeds and a quantity of poultry netting for them to climb on. It sold a good steel gate for the front fence, 75 feet of garden hose and nozzle, a lawn mower, a grass catcher, and a pair of grass shears."

"NIOBE" REPRODUCED IN WINDOW DISPLAY.

London.—Westman's hardware, which is an agency of Cleveland bicycles, is showing a sample of the Canada Cycle & Motor Company's motor cycle.

J. E. Young is pointing out to intending homesteaders in the West through newspaper advertising that they can save money by buying from him such lines as nails, barb wire, building paper, roofing, etc.

Albert Herrick, who has been doing some good work as window dresser for John Darch & Son, has excelled himself this week with a large battleship. The sides are of collar-padding. Two masts are constructed of short whip-handles, and the funnels, cannon, boat davits, chucks, etc., are made from clever disposition of odds and ends found around every large harness shop. Even the brass letters "Niobe," on a black leather ground, did not necessitate a trip outside the building. The display is a great attraction.

STOCK FOOD DISPLAY.

Chatham, Ont.—A stock food window display that attracts a great deal of attention is being shown by a local hardwareman. A large window is used. At the back of the window is a wall of various stock food preparations for horses and poultry, the bottom row consisting of pails, above this smaller boxes, and on top of these boxes a row of cans. Above this the window is curtained off with horse blankets, in front of which bridles and other articles of harness are hung.

The most striking feature is the floor, which, divided into two sections by a row of packages, is covered on one side with grit and on the other with oyster shell, each having a 1½c. price card. Other items in the display are three large horse-clippers, standing well in the background; while arranged on the grit and oyster shells are smaller articles, such as hand-clippers, oil cans, curry combs, etc. The window, though simply designed, attracts a lot of notice by its novelty.

An idea in window arrangement adaptable to the displaying of small hardware, cutlery and similar lines is made use of by a local jeweler, who has only one small display window and is anxious to make the most of his space. The floor of the window proper is about one foot above the level of the sidewalk. About two feet above this he has put in a second floor, or shelf, the full size of the lower floor. On the bottom floor of the window he has a display of larger articles, such as clocks, hammered brass, etc., while on the second shelf, which is covered with fine silk, rings, pins, watches and smaller articles of jewelry can be displayed. The advantage is that while the larger articles on the floor of the window can readily be seen by any passer-by, the smaller articles on the shelf are only a little below the level of the eye, and are shown to far better advantage than they could be in any other way. The shelf can be removed at will, thus enabling the merchant to make use of the entire window for a single display, should he so desire.

TOO MUCH DISPLAY.

For some years past, hardwaremen have been working away from the old habit of hanging pails, bird cages and a miscellaneous lot of stuff, from the ceiling. It was recognized that, far from helping to sell the pails and bird cages, this arrangement actually detracted from the general appearance of the whole store and created an impression of confusion in the mind of the customer.

The cut on this page, illustrating the interior of a Canadian hardware store, shows that the old time practice has not even yet died out. This store, as will be seen, contains some very handsome fixtures, but their effect is largely spoiled by the unsightly array of pails dangling from the ceiling.

Immediately in front of the entrance, is a fine glass showcase containing guns, fishing tackle and other sporting goods. This will compel the attention of every person entering the store. At the left, is a fine silent salesman displaying a good range of silverware and cutlery. The shelving is neatly arranged, while along the top, a large assortment of leather mitts are suspended. When the mitts are kept neatly arranged, as shown in the illustration, they would be likely to attract the attention of buyers without seriously marring the store's appearance. In this case, however, taken in conjunction with the pails, carpenter's kits and other goods hung from the ceiling, the effect is not prepossessing.

On the right hand, it would have been better if the stoves displayed, had not been so obscured by fancy baskets. These would have made a very attractive exhibit by themselves, but the arrangement shown lessens the attractiveness of both stoves and baskets.



Cut Showing How Goods Hanging from Ceiling can Spoil Appearance of Store.

HARDWARE TRADE GOSSIP

Ontario.

Henry Weichel, Elmira, has returned from a trip to the West and has resumed his duties.

W. Lochead, Forest, has replaced his shelving with a new and complete equipment of compartment drawers.

F. W. Meyer, of Neustadt, has taken his son into the business, and the firm name is now F. W. Meyer & Son.

D. C. Larmont, Peterboro, bought out the full line of Champion ranges exhibited at the convention at Peterboro.

M. McFadden, furniture dealer, purchased the Gendron stock of baby carriages, also shown at the hardware convention.

P. D. McCallum, Glencoe, has sold his hardware business to Sutton & Luck. Mr. McCallum, it is understood, intends going farming.

Hamilton & Hacking, dealers in hardware, Fort William, have dissolved partnership. Mr. Hamilton will continue the business.

M. Weichel & Sons, Elmira, have sold the plumbing and tinsmithing end of their business to Frank Rudow, who has had charge of it for a number of years.

The Bond Hardware Co., of Guelph, are doubling their store space by adding to their original store the adjoinig shop lately occupied by W. J. Thurston, and known as the McLaren Shoe Store.

It is reported that Edward Keith has purchased the hardware business of H. J. McTaggart at Beamsville. Mr. McTaggart, it is said, will go on the road for a firm of furnace manufacturers.

McDonell Bros., who were recently burned out at Hensall, after conducting a large hardware and furniture business for nearly twenty years, are reported to have sold the business to Bonther and Drysdale.

A local hardware dealer is rushing the season, having two nicely arranged windows, drawing attention respectively to motor boat supplies and muskrat traps. A little early yet with the zero weather being experienced this week.—Gananoque Journal.

In 1910 the municipal council of West Luther paid in wire fences bonuses at the rate of 20 cents per rod, $655.10. This amount bonused over ten miles of fences along the side roads and concessions of the township. In the past year Arthur Township paid in the same manner $782.55.

A spark from a stove set fire to some oil in the Howard Furnace Co. premises, 371 Yonge street, Toronto. W. K. Hughes rushed in to smother the flames with a coat and was severely burned on the face and hands. Foreman Holmes also had his hands burned. The fire loss was about $40.

In the Big Four Hockey League, Port Arthur, the hardware team from the Wells & Emmerson store defeated the Nipissing store team by a score of 4-2. This victory caused a three-cornered tie in the league. The Wells & Emmerson team lined up: Goal, Odmark; point, Clarke; cover, S. Wells; rover, Berlette; right, Devereaux; centre, Dowling; left, Williams.

The team of Aikenhead, Ltd., won the championship of the Toronto Mercantile League by defeating H. S. Howland Sons & Co., by 11-5, the winners being ahead at half time by 5-1. The teams were: Aikenheads — Goal, Simpson; point, Taylor; cover, Smith; rover, McKenzie; centre, Tew; right wing, Harmon; left wing, Wright. Howland — Goal, Marshall; point, Cormack; cover, Ghent; rover, McBride; centre, Tredger; right wing, Levitt; left wing, Robinson.

Quebec.

Joseph Huette, hardware dealer, of St. Hyacinthe, is dead.

Recent visitors to Montreal on business bent were T. E. Argue, Carp, Ont.; E. Lapierre, Buckingham, Que.; J. A. Asselin, St. Felix de Valois, Que.

J. S. N. Dougall, president of the Dougall Varnish Co., Montreal, has returned from a six weeks' trip to the West Indies.

J. L. Elmes of Farnham, Que., who recently suffered a loss through fire, paid a visit to the trade recently and announces that he intends to re-enter the hardware business.

Maritime Provinces.

Ralph Bell, manager of the retail department of A. N. Bell & Co., is to take a trip through some of the hardware manufacturing centres to see the newest things in such lines as builders' hardware and specialties.

Messrs. John Cogger & Son, grocers, and hardware merchants, Haymarket Square, St. John, N.B., have completed the purchase of the large store property, and Haymarket Square Hall, together with the freehold lot on which they stand, from the St. John Real Estate Co. Mr. Cogger stated that although he had a three year lease of the store premises, he felt it advisable to be permanently located, following the move taken by the Bank of New Brunswick on Wednesday in acquiring real estate in that vicinity. On account of their growing business this firm may make alterations and additions to their building in the near future. The purchase price was not disclosed.

Western Provinces.

Paul Werner has opened a hardware store at Edmonton.

J. B. Wilson, of Dubuc, Sask., has been succeeded by Wilson-McIntyre Co. Limited.

C. W. Burrows, of Bladworth, Sask., has sold his hardware business to G. E. Miller.

Chas. Worden has purchased the hardware business of McGillivray & Montgomery, Rouleau, Sask.

The Radville Hardware Co., Radville, Sask., has been dissolved. C. S. Hill will continue the business.

Williamson and Paterson are taking over the hardware business of Weston Montgomery, Stonewall, Man.

Williams & Son, Stonewall, Man., have sold their hardware business and quarry to Patterson & Vincent.

The Whitla Hardware and Furniture Co., Whitla, Alta., have taken in Patrick Henry Coleman as a partner.

W. H. Teskey, of Winnipeg, has accepted a position as tinsmith in J. F. Turnbull's hardware store, Fillmore, Sask.

The G. H. Hurlbut Co., of Wolseley, Sask., have sold their hardware business to G. T. Elsey & Sons, who took over the business March 1st.

McKay and McCammon are busy taking stock at C. J. Bray's hardware store, Gleichen, Alta., preparatory to taking over the business on the first of the month.

Mr. Whidden, who has been engaged as tinsmith with W. F. Ramsay and son, Killarney, Man., for the past year, has gone to Saskatoon. He intends to take up land.

The Alberta Hardware Co., Diamond City, have received part of their stock and expect to be able to open to the public in a few days. They are taking the entire floor space of McDermott's Hall.

H. M. Durkee, Semans, Sask., is preparing to have the building now used as a warehouse fitted up as a store. When Mr. Durkee vacates his present store, it will be occupied by Chas. G. Frochlich, who will move his hardware stock into it.

J. H. Ashdown Hardware Company, Winnipeg, has purchased the stock of the Kobold Tool and Cutlery Co., Ltd., Winnipeg, which will be disposed of in their city retail hardware trade. This method is being taken to prevent the cutting of prices on the stock to the trade.

R. G. Watson, of Yorkton, Sask., formerly connected with the Watson Hardware Co., (now Morton's) was in Vegreville this week. Mr. Watson has wandered around considerably since leaving Vegreville, having sojourned in a number of Saskatchewan towns. He expects shortly to re-enter the employ of the G. T. P.

THE CONVENTION BADGE.

"A Canadian Manufacturer," in last week's issue of Hardware and Metal, wished to know why the shaving brush, attached to the official convention badge, at Peterboro, was not made in Canada.

Hardware and Metal has consequently made inquiries, and learns that there is no Canadian firm manufacturing a shaving brush set in rubber. Mr. Bittues, manager of the Gillette Safety Razor Co., who presented the badge, has stated that he made a careful canvass of listed Canadian manufacturers before having his badge made up, but not being able to procure this style and quality of brush, he was forced to use a brush of "Gillette quality" manufactured by the parent company.—Editor.

How Pratt & Lambert

PROFIT is not in *buying* goods but in *selling* t
& Lambert idea is not only to sell varnish *to*
Pratt & Lambert Varnishes, you get sales---busi
This does not mean loading up your shelves bu

VARNISH TALKS—The Pratt & Lambert practical Painters' Magazine is full of live vital varnish talking points for the Pratt & Lambert dealer. But more, it's a great creative sales force, reaching practically every painter of importance. Moreover, Varnish Talks is sent *free* to any paint or hardware dealer in Canada. Five issues this spring. Send in your name to-day—Now. Varnish Talks will be sent to every painter's name sent us by a Pratt & Lambert dealer. Now is the time to reap the biggest benefit—place your order—secure this efficient co-operation which will enable you to get most all the *painters' trade* in your vicinity.

PAINTERS' TRADE PAPER ADVERTISING—In addition to Varnish Talks, the leading painters' trade papers carry Pratt & Lambert's advertising.

NATIONAL MAGAZINE
creates a demand for Pratt
individual consumer. We
a million and a quarter p
Canada alone. Thousands
& Lambert dealer. This c

FREE NEWSPAPER ELE
the Pratt & Lambert d
store with Pratt & Lamber

FREE SLIPS—BOOKLE
DISPLAYS—STORE SIG
Lambert Agency as the dep
Lambert Quality Varnishes

NOW a word about the Pratt & Lambert line of Varnishes, En
includes the highest grade varnishes, down to that point whe
the name "Pratt & Lambert" on a can of varnish that it's right—t
Sales Service that makes the P. & L. Proposition valuable to you.

You need this thorough co-operation. You'll forget if you w

PRATT & L

VARNIS
24 COURTWRIGHT STF
FA

BRIDGEBURG, ONT. LONDON, PARIS,

DISTRIBUTORS:—Stewart & Wood, Toronto, Ont. The Staneland Co., Victoria, B.C. Winnip
British Columbia Plate Glas

Help Boost Your Business

em for more than you pay for them. The Pratt
ou, but to sell varnish *for* you. When you buy
ess---profits---SERVICE along with the varnishes.
t means "teaming up" with you, to help *you* sell.

VERTISING — in big space—
Lambert Varnishes through the
e ascertained definitely that over
le read these advertisements in
nquiries are referred to the Pratt
es *new* customers.

ROS—The bull's-eye kind enable
r to more locally associate his
ational Advertising.

— WINDOW AND COUNTER
Etc., directly link up the Pratt &
or the widely advertised Pratt &

SAMPLE FRAMES and sample panels furnished free, enable the Pratt & Lambert Dealer to sell Pratt & Lambert high-grade architectural finishes to best advantage.

ARCHITECTURAL CO OPERATION—Live personal solicitation and co-operation with architects pulls much *big order business* for the Pratt & Lambert Dealer.

SPECIAL PROMOTION WORK—At our dealers' request, at great expense, we send out personally dictated letters (not machine made letters) to enable him to open new accounts or land certain choice orders.

ADVERTISING SERVICE—An expert advertising service department is free to the Pratt & Lambert Dealer. This department will study conditions and submit complete plans and advertisements that will have the greatest efficiency.

els, Stains, Paste Wood Fillers, Dryers, etc. It's comprehensive—
price no more makes for economy. The painter knows when he sees
the varnish can be absolutely depended upon. It is this Quality and

until to-morrow—act NOW. Write to-day for prices and terms.

AMBERT - Inc.

MAKERS

ET, BRIDGEBURG, ONTARIO

ORIES:

MBURG, NEW YORK, BUFFALO, CHICAGO

'aint & Glass Co., Winnipeg, Man., and Edmonton, Alta. Calgary Paint & Glass Co., Calgary, Alta.
Importing Co., Vancouver, B.C.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 48.

MARKETS IN BRIEF.

Montreal.

Tinned Sheets.—Up 50 cents.
Barbed Wire.—Advanced to $5.35.
Ammunition.—Discount reduced on some lines.

Toronto.

Tin.—3c. reduction.
Old Materials.—Easier quotations.
Linseed Oil.—Reductions noted.
Varnish.—10 per cent. advance in some lines.

MONTREAL.

Montreal, Mar. 10.—The metal markets show but little change during the week. Business at this time of the year is not generally heavy and while it is reported that for the season trade is quite satisfactory, still there is room for improvement. There are no complaints heard on the street about the bulk of business passing and the outlook is considered promising. Tin is slightly firmer again after several changes during the interim, copper also occupies a slightly stronger position, but lead and spelter are practically unchanged. Scrap material is in the same position, demand just now being at a comparatively low figure.

There is a new activity in steel, Canadian railroads having placed orders to the extent of 162,000 tons. The Canadian Pacific Company distributed orders for 101,000 tons and the Transcontinental railway contracted for 61,000 tons, 35,000 tons to be rolled by the Algoma mills and 26,000 tons by the Dominion Iron and Steel Company. The report says the Canadian mills are now sold up and the Railroads of this country are not satisfied, so that some business may go to mills across the border. These orders suggest activity in railroad construction during the coming year in this country and activity in other lines which will be directly affected.

Pig Iron.—The position of pig iron shows some improvement. Prices are apparently seeking a higher level and it is noticeable that American furnaces are holding out for advanced prices. Business shows but little improvement as yet, but the feeling is a little more healthy. We quote Summerlee, No. 1, $21.50 to $22.00; Middlesboro, No. 3, $18.50 to $19.00; Canadian, No. 1, $19.50.

Lead.—Lead is in about the same position as that of last week. The market is dull and slightly easier but may be termed steady.

Spelter.—Spelter shows a somewhat improved tone but the difference is slight. The market is steady with dealers reporting but slight, if any, changes.

Tin.—In the primary market tin shows higher quotations although they have been markedly erratic suggesting further liquidating on the part of those who are in the syndicate ring. Locally there is not much change although like the other metals is referred to as satisfactory.

Copper.—A slightly firmer market is reported with conditions somewhat improved. Locally there is no enthusiasm, reports indicating but little change during the week.

TORONTO.

Toronto, March 9.—There is a strong tone to the metal market locally. Orders are received in good volume and of good size, in most metals. Tin has slumped but business has not suffered in any respect from that cause; in fact it is brisker than ever. The price is 3 cents below last week's quotation, but so unsettled is the primary market, that a return to the higher figure at any minute would not create surprise.

There are no developments in the antimony situation. In view of the uncertainty existing as to the identity and the strength of the syndicate, it is not surprising that a pretty general tendency is being manifested to sit back and await further developments.

Tin.—The tin situation has been very uncertain and puzzling during the past week. Fluctuations, almost sensational in nature, marked the London market. Locally the price was reduced to 43, a reduction of 3 cents, but no effort was made to rigidly follow the constant fluctuations elsewhere. The quotation of 43 cents is, in a sense, a nominal one, however. As one man explained it: "We may have to make it 46 or 47 tomorrow or in the next few hours. There is no telling which way the cat is likely to jump." The general supposition is that the London market still holds control and are likely to assert their strength again soon.

Antimony.—The situation is extremely quiet. Dullness and stagnancy have characterized the market since the very unexpected advance of 3 cents last week, attendant on the formation of the syndicate. Much doubt is expressed on the score of the strength and scope of the syndicate. Although further advances are predicted, the impression is abroad that normal conditions may reassert themselves and, in the meantime, buyers are lying low and awaiting developments.

Copper.—Business locally is good, although one firm voices some dissatisfaction with the conditions during the past week. The price has not changed but it is reported that there is a tendency toward weakness now apparent. Reports from New York are to the effect that there has been a little better enquiry than last week but it is all domestic business, there being no demand from abroad. Prices are a shade lower all around but the tone of the market is not weak, only dull.

Pig Iron.—Business is picking up satisfactorily. More enquiries are being received. Prices remain firm as follows: Canadian Foundry No. 1 is $19.50 and No. 2, 50 cents a ton less. Old country iron is quoted at $20 for Middlesboro' No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50 and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50 respectively.

Lead.—"Fair business" sizes up the local situation in lead. There has been, at that, a noticeable improvement in this metal. For some time back, the tone of the lead market was quite dull and present conditions by contrast seem brisk.

Spelter.—The situation here is unchanged. The market is fairly quiet but firm. Stocks are reported to be much lighter than could be desired. Conditions here reflect with some degree of accuracy the situation on the primary markets where sellers are very stiff in their demands, as stocks are low. There has been some talk of increased smelter capacity this year.

Old Materials.—There is little doing here and prices are reported to be a little easier. Quotations to-day are: Heavy copper and wire, 10½c.; heavy red brass, 9¾c.; heavy lead, 3c.; light copper and bottoms, 9¾c.; tea lead, 2½c.; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

FAIRBANKS ARE HARDWARE LEAGUE CHAMPIONS.

Montreal, March 10.—By defeating Frothingham & Workman in their last league game of the season, the Canadian Fairbanks team proved themselves worthy of the honors that accompanies the victory. Twice winners of the league cup, the winning of the championship for the third time meant its permanent possession. Fairbanks, therefore, were doubly determined to show their class. In addition they had gone through the present season's long list of games without a defeat, although they were twice tied by Lewis Bros. They were the only team to defeat Frothingham & Workman and it was a foregone conclusion that the final contest would be keenly contested. All of which explains the presence of one of the largest crodws that gathered in Victoria rink in many moons and for excitement of the heart-breaking character Thursday night last.

The representatives of the two houses were as follows:

Canadian Fairbanks, Desourdy, goal; Aspinall, point; Davidson, cover point; Peachy, rover; Bennett, centre; Bethune, r. wing; Marvell, l. wing. Frothingham & Workman, Yorke, goal; Berniquier, point; McCoy, cover point; Fairfield, rover; Brown, centre; Martin, r. wing; Warren, l. wing.

C. F. Smallpiece, Montreal, manager of the Taylor Forbes Co., will present each member of the winning team with a medal.

HARDWARE MARKETS

MONTREAL.

Montreal, Mar. 9.—Reports from the large wholesale houses continue to be quite satisfactory and optimistic. Business in seasonable lines is good and the prospects for the future seem to be decidedly bright. In practically all departments there is an encouraging activity. Demand is good for sugaring supplies although the sap season is now near at hand and enquiries to the wholesale houses may be expected to fall off. In contractors' supplies the feeling is better and the trade are also looking forward to the beginning of the demand for tools. The weather is improving although the dying winter season is believed to have a last kick yet. However, prospects are brightening with the sun and it is to be hoped that the anticipations of the trade will be realized to the fullest extent. The building season itself should bring much new business then there is the extensive spring lines embracing a great many classes of articles which are bound to bring a heavy trade. There are also household goods, sporting goods, etc., all combining to offer the hardware man a great annual opportunity which invite his best efforts to secure as much business as he can.

There are some prices to note this week. One is a slight advance in the price of ammunition, another is higher price for barbed and galvanized wire. It is pleasing to note that the trade is in good condition and that the orders from all parts of the country are coming in so satisfactorily.

Contractors' Supplies.—Improvement is noticed in demand, thanks to the gradual approach of milder weather and the accompanying outdoor work that is being carried on or is in prospect. Demand for concrete mixers, barrows, etc., is better, showing that there is a real awakening in construction work.

For the best quality of shovels and spades the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5.00 a doz.; crowbars are listed at 3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full bolted, $22.50; drag scrapers, $5.75 and upwards. Trade in these lines at present is quite fair.

Bolts and Nuts.—There is a decided improvement in the demand for bolts and nuts due largely to the construction work that is being opened up or is already under way. The mills are busy in view of the present trade. The discounts offered are, on carriage bolts, ⅜ and less, 70%; coach screws, 75; stove bolts, 80 and 7½%.

Household Utensils.—That local hardware retailers appreciate the demand for these goods is shown by displays here and there. The jobber also reports many orders calling for goods under this heading. Demand covers a wide range. The following are few quotations that may be of interest to the retail trade: Food choppers, from $9.00 to $15.00 per doz.; marmalade slicers, $1.35 each; bread makers, $18 to $24 per doz.; ice cream freezers, 1 qt. $1.50, 2 qt. $1.65, 3 qt. $2.05, 4 qt. $2.50, 6 qt. $3.15, 8 qt. $4.00; cake makers, $18 a doz.; coffee percolators, $1.75 to $2.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz. list; Universal, $37.75 per doz. list; Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½ per set; nickel plated, 87½c per set; common sadirons, 4 to 7 lbs., $5.00 per cwt.

Spring Lines.—Business is steady in this department with a good general demand extending over practically everything that might be expected to come under this heading. Wire netting, screen doors, hinges, lawn mowers, etc., are all moving nicely and trade is on a satisfactory basis.

Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamps, ½ to ¾ in., 25 cents a doz.; hose couplings, ½ to ¾ in., $1.00 a doz.; lawn sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $24 a doz.; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75 cents each and upwards; garden wheelbarrows, $27 a doz. The discount offered is 50 and 50%.

Lumbermen's Supplies. — Trade is steady, a good business in boot calks, cant hooks, etc., is being reported. Ball calks are quoted at $4.00 a thousand and heel calks at $4.25.

Wire.—In sympathy with the markets in the United States and on account of the general activity in wire at this season of the year several changes are noted in the quotations. Present prices are:—Barbed wire, $2.35; plain twist, $2.55; galvanized wire base, $2.27½; coil fencing (9), $2.30; (12) $2.45; staples, bright, $2.60; galvanized, $2.85. There is bound to be a revival of activity in the demand for wire as soon as the weather permits outdoor work.

Sporting Goods.—Orders are numerous for all lines of sporting goods and shipments are beginning to be made or soon will be. The discount offered on certain lines of ammunition shows a slight change, the ultimate price now being a little higher. The announcement is to the effect that on loaded shells, black and smokeless powder, also on empty shells, Canadian and English make, the discount offered is 30 and 10%.

TORONTO.

Toronto, March 10.—The volume of business has been fairly good during the past week but not in any sense exceptional. There is a brisk movement in some lines, but the great bulk of the orders coming to the jobbing houses are for April and May delivery. There can be no complaint on that score; from the quantity of future orders now on hand, a brisk season is assured in the hardware trade.

Rapid delivery orders are being received for a number of lines, particularly spring goods and mechanics' tools. Builders' hardware is showing a brisk tone.

Seasonable Lines.—New business is coming in constantly for spring goods. The jobbing houses are shipping out consignments of spades, axes, hose, sprinklers, hose couplings, hose nozzles, reels, wheelbarrows, wire fencing, rakes, shears, snippers, lawn mowers and similar articles. A large number of orders for these goods are for delivery in a few weeks' time. The demand for summer goods, such as refrigerators, ice cream freezers, screen doors, etc., is growing and many enquiries are being received.

Builders' Hardware.—The tone is much healthier and demand is growing apace. It is becoming increasingly apparent that a big building year is ahead and dealers are showing a desire to stock up rather earlier than usual, in anticipation of the spring trade. Mechanics' tools are moving well at present and the demand covers a full range.

Stoves and Heating Goods.—The tendency to prepare for the spring trade is more marked. Orders are being received for gas stoves and ranges in large bulk. A few orders for immediate delivery are included but the majority are for the end of the month and thereabouts. Several local houses report that orders are being received for furnaces. Plates and sheets are quite active and, as stocks are not heavy, some difficulty in filling orders is not impossible in the near future. The tinplate mills all over are reported to be running full blast with plenty of orders ahead to keep them busy for some time to come.

Heavy Hardware.—There is a good demand for chain, bolts, nuts, rivets and wire. Present quotations are:—Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½. There is a heavier demand for inch and a half cut nails than for many years and wire nails of all sizes are much in demand.

Sporting Goods.—This department is showing a marked improvement. The demand for supplies is growing daily and a large number of dealers are showing a desire to get the goods in stock well in advance of the season. Many orders, therefore, are for rapid delivery. The call extends to supplies for all sports. Baseball goods are particularly brisk, but there is a splendid demand for fishing tackle and anglers' supplies, golf sticks and balls, cricket supplies, footballs, aquatic supplies, etc. "The business in sporting goods promises to be exceptional," said one jobber, to-day. "We find the demand and the trade prospects better this season than ever before. Either the Canadian people are going in more for sports or the hardwaremen are getting a larger share of the business. Guess it's a little of both."

The Western Hardware Market Situation

Prospects of Early Spring Increasing Volume of Business—Prices Advanced on Steel Squares.

Winnipeg, March 6.—With the first week in March, trade throughout the West continues to increase with great rapidity. The mild weather which has been prevailing during last week, seems to indicate that an early spring may be expected. March, contrary to all expectations so far has not had the slightest storm, and thus wholesalers are making the best use of present ideal conditions.

Stocks in all lines at present are very heavy and there is not much danger of the demand exceeding the supply. The market for all spring lines is exceptionally strong and with the exception of steel squares, prices remain unchanged. A rising market has, however, been existing in steel squares, and prices have advanced 40 per cent.

Trade during the month of February while far in advance of that in January, was, however, below that of last year. The severe weather during the early part of the month is undoubtedly the cause of this falling off, but prospects of a record-breaking March are so bright at present that an evening up for the whole three winter months is expected to take place. Prices as quoted are:—

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.83; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10½oz., $4.80; Queen's Head, 26, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in., $17.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; $4.75; No. 16, $5.

No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base $25.75 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — 1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $2.95; plain twist, $3.25; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base: brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15,

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

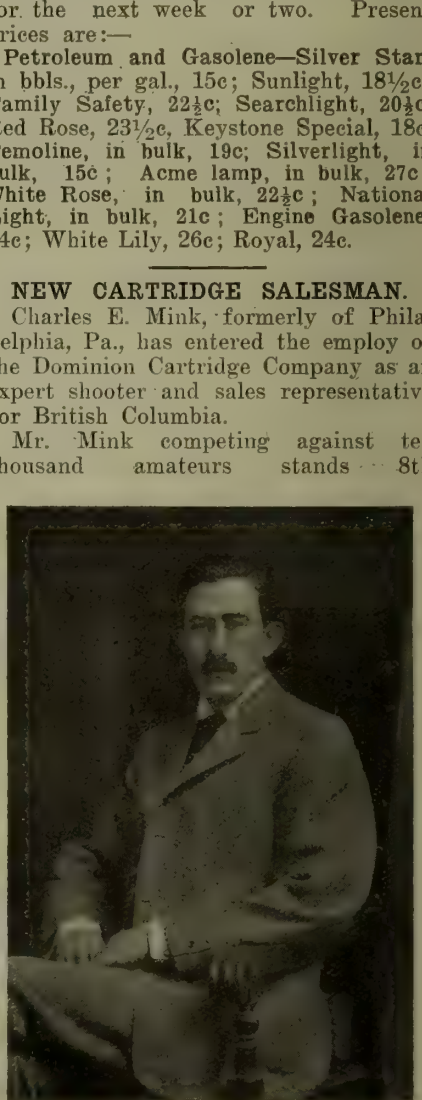
An active demand still continues for all lines of paints and oils, but no changes have taken place in prices this week. Linseed oil and turpentine markets are growing stronger and stronger, and a further advance is not unlooked for. Wholesalers state that they have all the trade they can handle now, and enough orders are in to keep them busy for the next week or two. Present prices are:—

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18½c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 23½c, Keystone Special, 18c, Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

NEW CARTRIDGE SALESMAN.

Charles E. Mink, formerly of Philadelphia, Pa., has entered the employ of the Dominion Cartridge Company as an expert shooter and sales representative for British Columbia.

Mr. Mink competing against ten thousand amateurs stands 8th



CHARLES E. MINK,
Philadelphia, Pa., who will represent the Dominion Cartridge Company in British Columbia.

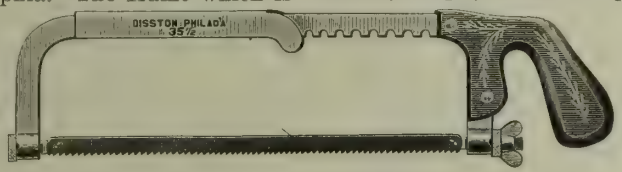
at registered tournaments in the United States for 1910, with the very creditable score of 94.52 per cent., breaking 3762 of the 3980 targets shot at.

Mr. Mink has a wide acquaintance and is very popular in trap shooting circles. He is well versed in ballistics and thoroughly capable in every sense of the word. He will cheerfully demonstrate as well as sell the new Dominion ammunition.

Hardware Goods Being Introduced by Manufacturers

ADJUSTABLE HACK FRAME.

An adjustable hack frame, known as No. 35½, has recently been added to the line manufactured by Henry Disston & Sons, Philadelphia. The frame which is



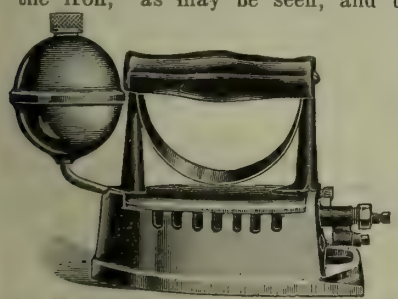
nickel-plated, is adjustable from 8 to 12 inches. The handle is of apple wood, and is shaped for the pistol grip, which is claimed to give a superior control of the frame.

NEW ICE REMOVER.

J. C. Adam, Trenton, Ont., was a caller at the office of Hardware and Metal. He is applying for a patent on a new style of snow and ice remover, which he is getting out. A three-sided cut is made in the middle of the blade. The part cut is then bent back and provided with sharp teeth. The scraper is thus provided with two blades, as it were. The teeth remove hard ice without any difficulty and deep snow can be cleared out with equal facility. The instrument can be used a carpet stretcher and has, in addition, many good features.

A SELF-HEATING SAD IRON.

A useful article which will appeal to the housewife, is the Ideal Sad Iron, a cut of which appears on this page. This iron is heated by means of gasoline, the burner being located inside the casing and right against the bottom of the iron. The tank is attached to the front of the iron, as may be seen, and the



combustion is said to be so arranged, that there is no odor of gasoline and no danger to the operator.

The iron is manufactured by the Ideal Sad Iron Manufacturing Co., of Cleveland, Ohio.

NEW WHITEWASH BRUSH.

A new brand of whitewash brushes known as "Beaver" brand, will shortly be placed on the market by the Boeckh Bros. Company Ltd., Toronto. These are made by an entirely new process, doing away with old style of leather bound brushes. No leather or tin ferrules are used on these brushes.

Judging by the demand from the retail hardware merchants for show cards and advertising matter, there are going to be some good window displays of brushes. The Boeckh Bros. Company Ltd. will send to any one handling their line of brushes a full supply. The price of oil, turps., or mixed paint has not affected the sale of brushes, wholesale or retail.

PATENTED POLISHING PROCESS.

The Polivit Manufacturing Co., 11 Great Titchfield St., London, W., England, have patented a process for cleaning silverware which is along entirely new lines. This method consists of a melatoid plate, which being used in conjunction with water and ordinary washing soda, is claimed to effect the cleaning and polishing instantly. All that is required is to dip the article and touch the cleaner, which obviates the danger of scratching or wear. It is said that no dust, dirt or fumes are produced in cleaning by this process. A. A. Shute, Fredericton, N. B., has been appointed sole Canadian agent for this process.

NEW SETS OF AUGER BITS

The Russell Jennings Mfg. Co., of Chester, Conn., have made provision for putting up their auger bits in four new sets in addition to their regular set of 32½ quarters—13 bits. For convenience of hardware clerks, complete information and both lists and retail prices of all Russell Jennings auger bit sets are given on one side of a new card. The other side shows the advantages of the quick-boring thread over the standard double thread for certain classes of work. These cards, provided with an eyelet for hanging in retail hardware stores, may be had through jobbers, or by writing direct to the manufacturers.

NEW KING BOILER.

Steel and Radiation, Ltd., Toronto, have within the past few days placed their new King boiler on the market. A new feature of this boiler is a wider space between sections in the combustion chamber, which results in complete consumption of gases and consequently a saving in fuel. The grate contains many new features. It is not interlocking and is operated from in front. No bolts are required to attach the connecting bar to the grates and repair work is therefore rendered extremely simple.

ANTI-PANIC DOOR FASTENERS.

P. & F. Corbin, New Britain, Conn., have brought out a new line of devices for use on the doors of public buildings. The illustration shows a device which is said to be distinctly new. It can be used for single entrance or corridor doors opening out, or upon double doors in conjunction with any of the Corbin anti-panic bolts. The outfit consists of a Corbin No. 2359 ¾ push lever and a Corbin No. 1336B, 1337B or 1370B lock or 176B or 177B latch. Any regular Corbin hardware can be used upon the outside of the door. No knob or handle is required for the inside. To lock the door, the key is used in the inside cylinder, which stops the outside knob only. To enter, it is now necessary to use a key in the outside cylinder. Each time the door is closed it is locked, until the key is used on the inside to unstop the outside knob. Pressure upon the push lever on the inside opens the door by withdrawing the latch bolt. The door is never locked upon the inside.

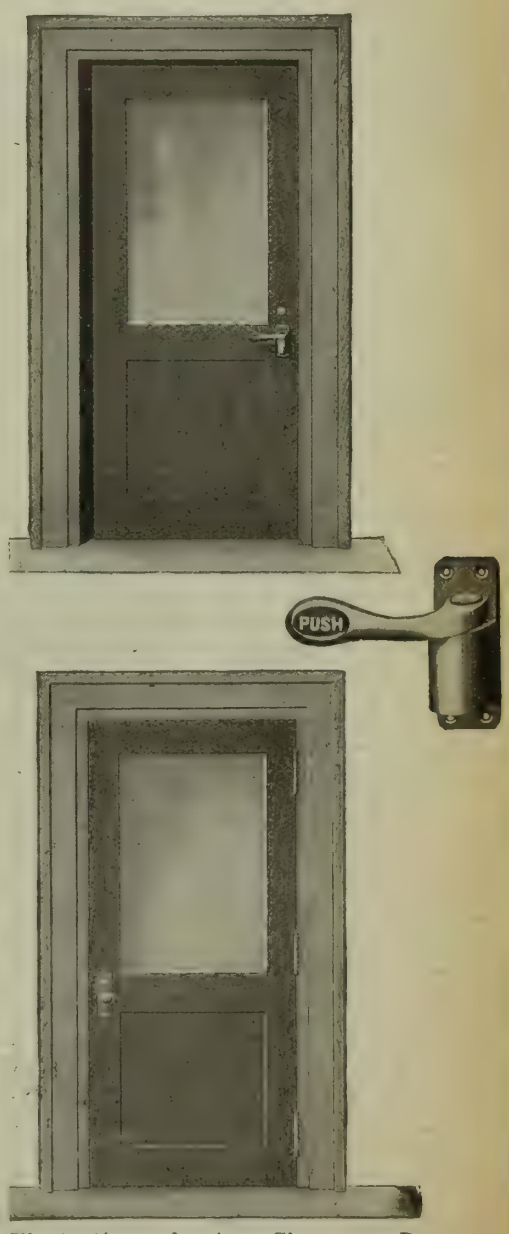


Illustration showing Classroom Door, Inside View; Corbin No. 2359¾ Anti-Panic Door Fastener; Classroom Door, Outside View.

Sales Could be Doubled by Active Measures

Dealers do Not Pay Enough Attention to the Paint Department—Some Hints for the Stimulation of the Spring Trade—Brighten up the Store.

The active paint season is now close at hand. Manufacturers report that sales are attaining more and more to seasonable proportions, but that a good many dealers are holding off still. The reason for delay in ordering is quite obviously the lingering belief that the prices will go down later in the season. It is quite within the province of the dealer, of course, to order when he likes, but to delay, for a protracted period, the placing of spring orders savors strongly of "taking a chance." The biggest chance taken has no bearing whatever on the question of price. The possibility of the opening of spring coming before the dealer is ready is where the danger lies. What does the price, at which the stock is bought, matter, if the stock arrives too late?

The really progressive hardwareman will never be caught unprepared by an abrupt turn of the season. He prepares bright and early and is ready to sell to the public just as soon as the public is ready to buy. The dealer who is behindhand in this respect will soon find his trade drifting elsewhere.

A Paying Department.

In the springtime, the paint department is, or should be, one of the most active and profitable in the hardware store. There is a big demand at that season. Moreover, the demand can be greatly stimulated if the dealer adopts steps toward that end. "I know of no branch of trade," said a prominent retailer recently, "which admits of so much profitable effort toward stimulation of business. People can be educated to buy paints. I know of nothing that a man will neglect so completely as the painting of his property; that is, if he is allowed to pursue his course unnoticed. Year by year his house becomes shabbier and more delapidated, but he keeps putting it off. Then, one day he gets a circular or sees an attractive window display. It sets him thinking, and the result is that he decides to have his home repainted. That circular would have done its work if it had been sent out a year or two before. My experience is that property owners can be made to see the wisdom of applying paint every two years or so. A great many don't do it, and the paint dealers are largely to blame."

If further testimony is required, the following opinion from W. H. Gerke, manager of the Martin-Senour Co., is right to the mark: "It is probably not too much to say," declares Mr. Gerke, "that the average householder in the country would use anywhere from two to three times the amount of paint that he uses annually if the merchants who supply it would only push their sales to the limit."

One of the most necessary adjuncts to a successful paint campaign is a bright store. How can a dealer expect to argue customers into buying paint for the improvement of their property if his store looks as though it had not seen a streak of paint since it was first built? An object lesson is needed. Therefore, the hardwareman should see that his store front is newly painted and attractive; that the interior presents a like appearance; and that his stock is neatly arranged.

Attract the Crowds.

It is not too early to begin displaying paints in the store windows. Many hardwaremen have already done so. In a Toronto store a very neat display has been made by the use of a miniature double house, which takes up the greater part of the window space. Half of the house has been newly painted and looks fresh and bright. The other half has been left untouched, and, in contrast with the decorated side, looks dismally dirty and delapidated. Over the structure is a sign: "Which Side Would You Rather Live in?"

Where Ingenuity Pays.

A conventional display will sometimes fail to attract crowds, while something out of the ordinary is invariably successful. Therefore, mechanical devices of an original design are very much in use. The scope is somewhat limited here, however, and the window dresser is often driven to resort to measures of considerable ingenuity at attract attention.

An amusing incident along this line is recorded by a contemporary:

A large city storekeeper on his way to open up his store one morning, hit upon the idea that people would be interested in the fact that he had found some money and wanted to return it to the proper owner. Forthwith he lettered a sign, stating that he had found some money, and if the loser would state the amount he or she lost, and the location, so far as could be guessed, the dealer would be pleased to return it. During that day many persons visited the store, and many declared that they had lost various sums, ranging from 50 cents to $50. The dealer made note of each of the losses, stating at the same time to the unfortunates that he was not the finder of their losses. At the close of the day he totaled up the amount said to have been lost and came to the conclusion that $864.39 was lost in the neighborhood or that he had been the unconscious promoter of a guessing contest. He removed the sign from his window, in which he offered to return the money found, and substituted in its place one which read: "$864.39 has been lost in the neighborhood of this store. I found 10 cents of it." This sign elicited some good natured humor from the regular patrons of the store, and attracted large crowds. It was good advertising.

A paint dealer need not, however, go to such extremes. A neat display in the window, backed up by effective advertising, will do its work. Try it—and do not delay it too long.

The Flaxseed Crop Situation in Canada

The scarcity of linseed oil has been the primary cause for the high price which prevails at the present time. Much discussion has been aroused, on this account, as to the possibility of increasing the output of flaxseed. As far as the United States and Canada are concerned, the possibilities seem all to favor the opposite contingency; that the crops will become smaller rather than larger as time goes on. It is pointed out by experts that hitherto most of the flaxseed has been grown on virgin sail. As a natural sequence, the flax area has been gradually creeping farther north and west as civilization has progressed in those directions. It has gradually crept into western Canada and quite an amount of flax is now grown in this country. But is the amount likely to increase? Discussing this phase of the question, the Maritime Merchant says: "The prospects do not seem to be for the Western Canadian farmer to take up flax production on a very rapidly increasing scale and they would seem to be for the Western American farmer to reduce his flax acreage as mixed farming grows. Just how able then the North American continent will be to supply itself in the future is a question linseed oil buyers are beginning to canvass."

The problem is one worthy of consideration, as it will undoubtedly have considerable effect on the future price of linseed oil.

BIG PAINT DEMAND IN THE WEST

Edward Barry, manager of the Canada Paint Works, Winnipeg, Man., was in Montreal this week on a business trip to headquarters. He stated, in an interview, that the prospects for business during the coming season are bright and that the west would in all probability prove itself a heavy paint consumer. Prepared paints are particularly in demand, and while demand is continually growing, it is very probable that a new paint figure will be reached during the coming year.

Floorglaze—the high-polish, quick-drying covering for things indoors and out; M. L. Pure Paints—long lasting, for everything paintable; Elastilite Varnish—durable and brilliant; this is the trilogy that builds permanent business for paint dealers.

Floorglaze

M. L. Paints

Elastilite Varnish

Imperial Varnish and Color Co., Limited
8-24 Morse St., Toronto

For Your "Best" Trade

Sample tins and prices on application.

Stocks at 106 Princess St., Winnipeg and 527 Beatty St., Vancouver

How we Help the Dealer Sell RUBEROID ROOFING



APPEARS ON WRAPPER

We back up our RUBEROID Dealers to the limit, making it easy for them to sell RUBEROID,

1. By giving to one dealer in each town the exclusive handling of RUBEROID.
2. By turning out what 20 years of service has proved to be the best ready roofing on the market.
3. By supplying dealers with plenty of attractive printed matter—booklets, folders, signs, and the famous "Ruberoid Man."
4. By strong, persistent advertising in papers which your customers read.
5. By sending a salesman to help out any dealer who is trying to land a good order. He will help you make the sale, but you will get the profit.
6. By placing our Engineering Department at the disposal of your customers, free of charge. At your request our experts will be glad to help them solve any roofing problems which may arise, and draw up plans and specifications showing the best way to apply RUBEROID, and the cost.

The same selling force is behind "SOVEREIGN" Sheathing Felt. This is really a light-weight RUBEROID—just as far ahead of building paper and other sheathing materials as RUBEROID is ahead of other roofings.

Write us for information, samples, prices and discounts.

The STANDARD PAINT COMPANY of Canada, Limited

286 St. James St., MONTREAL - 179 Bannatyne Ave. E., WINNIPEG
25 Pender St., VANCOUVER

PAINT AND OIL MARKETS

MONTREAL.

Montreal, March 10.—Notwithstanding continued wintry weather, extreme cold necessarily having a dampening effect upon the consumption of paints, colors and varnishes, trade is beginning to assume spring-like proportions, and heavy shipments are reported for all kinds of paint materials. The steadiness of the markets is contributing to this in no small degree, and parties who have been holding back now see the futility of waiting any longer for shipping supplies.

Linseed Oil—Steadiness has lately characterized the linseed oil markets. Quotations of last week are repeated, no change being reported. Purchases are being made with extreme caution and the demand is consequently of a desultory character. Manufacturers are still short of stocks and begrudge doling out more than one barrel at a time to dealers, who are finding themselves short of supplies. Prospective purchasers who have been holding off for hopes of lower prices in the near future are likely to be disappointed. Prices are now $1.14 per gal. for raw, and $1.17 for boiled. These quotations are for one to four barrels.

Turpentine—Stocks are reported very light at all shipping points in Georgia and the Carolinas, and very little is held in store in northern ports. The new stocks will not be on the market until May, and the supplies now held are the remnants of last year's supply, which is, naturally, beginning to be lightened. Quotations are decidedly firm at $1.17 per gal. for single barrels.

Paris Green—The announcement that the price list of paris green had been issued has led to a flood of enquiries, and, something more tangible, a number of orders. Hitherto some dealers have been viewing the paris green market with indifference, but the time for general distribution among the retail trade being now at hand, much more interest has been awakened and shipments are being a big factor.

White Lead—Although the output of prepared paints has been heavy, the trade in white lead is maintained at an encouraging figure. Shipments of white zinc are also coming to the front and quotations for white lead and zinc are so steady that no fluctuations are in sight. Purchasers are placing good-sized orders. Pure lead is quoted as follows: Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6, f.o.b. Montreal.

Putty—In all-sized packages putty is meeting with a fair enquiry. No change has been noted in quotations, and the prospects do not indicate any weakening in the price of putty for some time at least. The following are latest prices, f.o.b Montreal, for standard putty:—Bulk, bbls., $2.20; bulk cwts., $2.45: bladder, bbls., $2.70; bladder, cwts. $2.80; 25's, loose, $2.55; 25's, cased, $2.70; 12½'s cased, $2.90.

Colors and Varnishes—A generous flow of good-sized orders is reported for all classes of colors. Enamels, stains, varnishes and Japans are also feeling the influence of spring demand. The turnover is expected to be fully equal to that of the same period last year.

TORONTO.

Toronto, March 10.—There is no very marked development in the paint and oil market. During the past week linseed oil has shown a tendency to weaken but, at time of writing, the price is showing signs of firming up again. Turpentine has been increased from 1 to 2 cents on the primary markets but has not advanced so far locally.

Rumors of advances in ready mixed paints are heard, but nothing definite has developed. The long threatened advance in varnishes has gone into effect in a number of lines. Many of the largest firms have increased their prices and it is said that others will follow suit. The advances average around 10 per cent.

There has been a marked stimulation of business during the past week or ten days, particularly in mixed paints. Demand is now fairly heavy and large orders are being placed. The enquiries received, show that the trade is now fully awakened to the necessity of stocking up for spring operations. Several local houses report that business at the present time is brisker than it was during the same period last year.

Linseed Oil.—Toward the end of last week, the price of linseed receded. One local house made a drop of 4 cents in price, making it $1.16 for raw and $1.19 for boiled. Others lowered the price 3 cents, due largely to the unsettled condition of the British market. Lower prices were quoted for forward delivery in the months of April or May. During the past few days, however, advances have again taken place in the primary markets and there has been in consequence a firming up tendency here. Prices are now somewhat unsettled, varying all the way from $1.16 to $1.20 for raw and $1.19 to $1.23 for boiled, the trend latterly having been toward the higher figures.

It is stated that the quantity of linseed oil in the hands of the jobbers at the present time is exceedingly light.

Turpentine.—The price has seen no change, but advance talk is heard, due to the receipt of unwelcome news from the south. Reports from Savannah to parties here indicate that the weather has turned cold and that there have been frosts for two or three nights in the turpentine belt sufficient to retard the gum from coming out on the trees. It is feared that this may keep the season back two or three weeks yet. This circumstance has given the large holders an opportunity to still further advance the price from 1 to 2 cents per gallon. "The continued scarcity warrants the belief," declares one jobber, "that the large holders will be able to hold all the turpentine they have in store, for still better prices. One correspondent writes that he believes the price in the south will advance 2 or 3 cents per gallon further before April is over." This is conjectural, of course, but the situation is such that rumors of advances on the local market are not infrequent.

Rosin.—The price continues to mount in the south but no changes have been made here. The demand is light.

Putty. There is little doing in this commodity as yet and prices remain the same. Standard putty is quoted at: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

White Lead.—There is still some talk heard of advances but whether any action will be taken is problematical. The call for white lead is growing as the season advances and increased interest is shown in the question of the probable future price.

Varnishes and Japans.—Advances are noted in a number of lines of varnish, averaging about 10 per cent. Some houses are still maintaining their old quotations but many of the larger firms have announced their new price lists. When linseed oil showed a tendency to weaken early this week, it was thought in some quarters that the result would be to check any upward trend in varnishes and mixed paints. It is pointed out, however, that the oil which enters into the manufacture of paints for some time to come, will have been purchased at the high price. A decrease in oil and turpentine would not, therefore, have any immediate effect on the price of varnishes and paints.

Mixed Paints.—Manufacturers and jobbers freely voice their opinion that prices may advance. The matter is "all in the air" at present, however, as no definite move has been taken.

Petroleum.—Prices for refined oil stand firm as follows: Canadian prime water white, 12½c.; United States water white, 14c.; Pratt's Astral, 16c. The market is strong with a good demand in evidence.

Shellac.—The price remains the same. Demand is yet fairly small.

PAINT MANUFACTURERS BUILDING

Work will soon be commenced on the new $30,000 building which A. Ramsay & Son, paint manufacturers, will erect on St. Paul St., Montreal. It will be about fifty feet square and six storeys in height, in addition to the basement.

PAINT FIRMS PLAY HOCKEY.

Before a crowd of about 200 supporters, a fast, clean game of hockey was played at the Jubilee rink on Saturday between the teams of the Sherwin-Williams Company and A. Ramsay & Co. The Sherwin-Williams boys were returned winners by a score of 4 to 0.

The line-up was as follows:—

S.-W. Co.		Ramsay Co.
Dubuc	Goal	Burns
Shea	Point	Donnelly
J. Ellard	Cover	Marcoux
E. Ellard	Rover	xPapps
Merrill	Centre	McBrien
Weldon	Left	Mullins
Wilshire	Right	Turcot

Referee—Armstrong.

x Replaced by Ranger.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

There are many paints and many guarantees, but there is one recognized standard in paint making. Therefore, the only guarantee that insures quality to you is the one that shows the formula and tells you not only that standard pure raw materials were used in its manufacture, but that these standard pure raw materials were used in right proportions.

Every can of B-H. "ENGLISH" WHITE PAINT that leaves any of our factories bears the following guarantee:—

> We guarantee this B-H. "ENGLISH" WHITE PAINT is made from Brandram's B.B. Genuine Government Standard White Lead and Pure Zinc White in the following proportions:—
>
> 70 per cent Pure White Lead
> 30 " " Pure White Zinc } 100 per cent. Pure
>
> Mixed ready for use with pure Linseed Oil, Turpentine and Dryer.

On every can of B-H. "ENGLISH" PAINT where the shade can be made on a white base, there is a guarantee label showing that the White Base consists of 70% Pure White Lead (Brandram's B.B.) and 30% Pure White Zinc.



B-H. "ENGLISH" PAINT gives you a good profit—we are able to make our price low, because we corrode and grind White Lead and manufacture Dry Colors. You command the highest market price because of the quality—and, therefore, economy—back of the goods.

B-H. "ENGLISH" PAINT will be sold in your town. Write us to-day for 1911 Price List and details of the selling plans. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb....	0 11	0 11

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Herculee, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 22
Rods, base ½ to 1 inch, round		0 21
Tubing, seamless base, per lb.....		0 25
Tubing, iron pipe size, 1 inch base..		0 23
Copper tubing, 4 cents extra.		

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.	
Casting ingot.....	13 75	13 50
Cut lengths, round bars, ¼ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x69, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	....	19 50
" No. 2....	....	19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron ,special.....	20 00	....
Carron, soft.....	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (8oo).....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles.....base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 30	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 90	2 90
All bright, 52 sheets.....	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24.....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22.....	3 65
24.....	3 70
26.....	3 75
28.....	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass.....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	13 00	16 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers.....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	4 50	5 00
Sheets, 3 to 6 lb. ft.....	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 23

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 00 44 45

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base.....	$6 00
I X, 14x20 base.....	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x20 base.....	7 00
I X X X, 14x20 base.....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	5 50	5 75
I X, 14x20 base.....	6 50	6 75
I X X, 14x20 base.....	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....	4 50
I X, 14x20 base.....	5 25
I X X, 14x20 base.....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base.....	4 25	
20x28, double box.....	8 50	

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	7 50	
I X, Terne Tin.....	9 00	

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet bxs.	....	7 00
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17, $4.45; No. 18, $3 10; No 19, $2 80 Al prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

$3.85 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal—100 lbs., Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....	....	2 45
Galvanized, plain twist.....	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.....		2 85
Plain.....		2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BEESWAX

Per lb.....	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)..	....	0 07
Litharge, ground.....	....	0 05
" flaked.....	....	0 05½
Green copperas (green vitrol)....	....	0 01
Sugar of Lead.....	....	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	....	0 09
Chrome yellow, pure.....	....	0 18
Golden ochre, pure.....	....	0 11
French ochre, pure.....	....	0 09
Chrome green, pure.....	....	0 11
French permanent green, pure..	....	0 15
Signwriters' black, pure	....	0 17
Marine black, 25 lb irons	....	0 05

GLUE

French medal.....	....	0 10
German common sheet.....	....	0 10
German prima.....	....	0 15
White pigsfoot.....	0 15	0 20
Brantford medal.....	....	0 10
" golden medal.....	....	0 11
" brown sheet.....	....	0 10
" golden sheet.....	....	0 13
" gelatine.....	....	0 22
" white gelatine.....	....	0 20
" white glue.....	....	0 12
" 100 flake.....	0 10	0 11
Perfection amber ground, No. 1	230	0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case.....	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

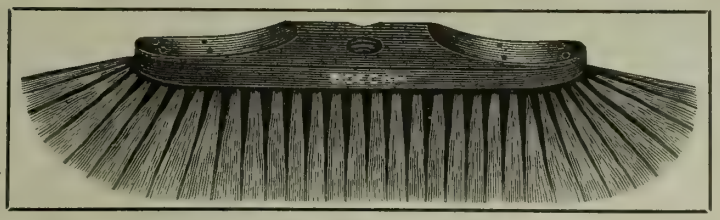
PIGMENTS.

Orange Mineral, casks		0 09
" 100-lb. kegs.....		0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base.....	2 00
Canada Paint Co.'s pure.....1 75	2 00
Globe house paint (Windsor).....	1 60
"New Era" house paint (Windsor)..	1 85
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson s "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle.....	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints.....	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel.....	1 75
Island City pure paints.....	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling.....	1 65

Hair Floor Brooms



and Bannister Brushes





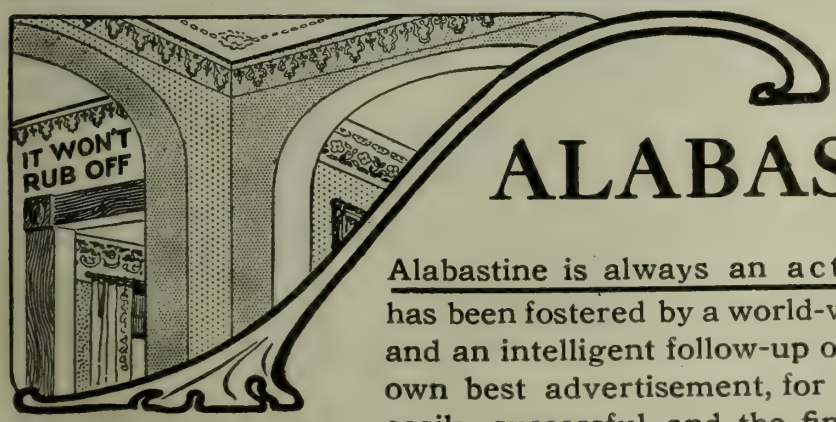
BOECKH'S BRUSHES and BROOMS

have for years embodied all the leading features that go to make up in their combination goods that are perfect, as regards quality, durability and finish.

The dealer who is not handling "BOECKH'S" is missing an opportunity of getting and holding the best class of trade which only a reliable article can secure for him. Let us have your enquiry now.

The BOECKH BROS. COMPANY, Ltd. - Toronto, Canada

OFFICES:—80 York Street FACTORIES:—158 to 168 Adelaide St. W.



INCREASE YOUR ALABASTINE SALES

Alabastine is always an active stock. The Demand has been fostered by a world-wide campaign of advertising and an intelligent follow-up of circulars. Alabastine is its own best advertisement, for even with home labor it is easily successful and the finish is clean and beautiful.

HERE'S OUR NEWEST IDEA

We will suggest up-to-date, artistic, color treatment for the homes of your prospective customers, sending them colored sketches showing what the tinted walls will look like, thus aiding you to make the sale. After they have purchased the Alabastine we supply them with stencils free, making artistic effects and pleased customers certain. If you have not our Information Blanks and Free Stencil Circulars, write to-day for a supply.

PUT US IN TOUCH WITH YOUR CUSTOMERS

This plan makes new business

The Alabastine Co., Limited

PARIS, ONTARIO

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel 2 30

PINE TAR

Half-pint tins, per dozen.... .... 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs..... ..	4 25	4 25
No. 1, kegs, per 100 lbs.....	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal....		0 12½
U S. Water white "		0 14
U.S. Pratt's astral "		0 16
Castor oil, per lb., in bbls.....	0 08	0 09
Motor Gasoline single bbls..... ..		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 20
Wood Turpentine		0 80
Linseed Oil, " raw..	1 11	1 20
" " boiled	1 14	1 23
Rosin, "G" grade, bbl. lots, 100 lbs. ..		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1.....	....	1 50
Pale durable body.....	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic Oak	....	1 50
Furniture, polishing....	....	3 00
Furniture, extra	....	1 20
" No. 1.....	....	0 95
" union.....	....	0 90
Light oil finish	....	1 35
Gold size japan	....	2 00
Turps brown japan	....	1 60
No. 1 brown japan	....	1 10
Baking black japan.....	....	1 35
No. 1 black japan.....	....	0 95
Benzine black japan	....	0 75
Crystal Damar.....	....	2 50
No. 1 "	....	2 25
Pure asphaltum.....	....	1 40
Oilcloth.....	....	1 50
Lightning dryer	....	0 95
Elastilite varnish.....	....	2 00
Granitine floor varnish	....	2 50
Maple Leaf coach enamels	....	1 20
Sherwin-Williams' kopal varnish ..	....	2 50
Cee Pee Co. enamel.....	....	4 50
Canada Paint Co's sun varnish	....	2 25
" Kyanize " Interior Finish....	....	2 40
" Flint-Lac," coach.....	....	1 80
B.H. Co's " Gold Medal," in cases	....	2 50
Jamieson's Copaline.....	....	2 50
Flattine floor finish	....	3 00
Elastica exterior finish ..	....	4 25
Island City Dreadnought Finish	....	2 50
C.O. Co's. Permanite, interior....	....	2 00
" Herculo, exterior.....	....	2 50
" Reflex, floor.....	....	2 25
" Japanite Dryer	....	1 25
Stovepipe varnish, ½ pints, per gross .		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26....	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White..	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead....		6 15
Lily Pure.....	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)	....	6 50
Essex Genuine (Windsor) ...	....	6 15
Brandram's B. B. Genuine...	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure...	5 75	6 15
Island City pure lead....	5 75	6 15
Sterling " Purity".....	....	5 75
" Decorators.....	....	5 25
Sanderson Pearcy's	....	6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M... ... .. . 0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels.....	1 00

HARDWARE

ADZES

Carpenters', per doz.....	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.....	6 00	9 00
Double bit "	10 00	12 00
Bench Axes.....	6 75	10 00
Broad Axes.....	22 75	25 00
Hunters' Axes..... ..	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb.....	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits.....	30 and 10
Irwin's auger.....	47½
Gilmour's auger.....	60
Rockford auger.....	50 and 10
Gilmour's car.....	47½
Clark's expansive.....	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith..... ...	....	9 00
Atlas, steel covered.....	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
tandard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers		6 25
Storm King rail.....	....	4 25
Crown.....	....	4 85
Crescent.....	....	6 50
Sovereign.....	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.).... 3 25

BARN DOOR LATCHES

Challenge, dozen.....	2 25
Defiance, dozen.....	2 75
Gem dozen.....	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ½ and smaller...	70
" " 7-16 and up.....	
" " Norway Iron ($3 list).....	60
Machine Bolts, ½ and less.....	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts.....	55, 5 & 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ½ and less...	60 and 10 &
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list.....	7

Nuts, square, all sizes, 4½c per lb. off.

Nuts, hexagon, all sizes, 4½c per lb. off.

Stove rods, per lb., 5½ to 6c.

Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	0 70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, per 400 ft. roll....	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll...	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 35 lb., per roll	0 55
Dry Cyclone, 15 lbs.....	0 45
Plain Surprise, per roll.....	0 40
Resin sized Fibre, per roll.....	0 40
Asbestos building paper, per 100 lbs..	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb....	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 32" & 60', per 100 lbs....	3 00
2 Ply Ready Roofing, per square.....	0 70
3 " " " "	95
2 Ply complete, per roll.....	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel....	3 50
Refined Coal Tar, tins, per doz.....	1 25
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Caps, per lb.....	0 06
Nails, per lb.....	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c

Wrought brass, 45 p.c. off revised list

Cast iron loose pin, 60 p.c.

Wrought steel fast joint an ' loose pin, 70 p.c.

Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English.....	17 00	21 00
" American, low	23 00	25 00
" " high.....	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross..	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz.....	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts.....	3 30
" "	4 00
" "	5 28
" "	7 26
"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.

Copper tea and coffee pots, 45 p.c.

Copper pitts, 30 per cent.

Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.

Porcelain, mineral and jet knobs, net list.

DOOR MATS.

Canadian, 45 and 10 per cent.

Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand).....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet..... ...	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.

Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz.....	1 80

DRILLS.

Bit stock drills, 2-32 in., doz.....	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.

Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.

Hand delivery and creamery cans, 40 p.c.

Railroad and cream cans and taps, 45 p.c.

Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe....	70 and 10
Black Diamond....	60 and 10
Nicholson	62½
Jowett's (English list)....	27½

FORGES

Blacksmiths portable, 135 lbs..... 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent

Flaring pattern, 50 per cent

Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10

Smaller sizes extra.

HAMMERS.

Taok, iron, doz.....	0 35
Ladies claw, handled, doz.....	0 60
Adze eye nail hammer, 10 oz , doz....	1 25
" hickory handle, 1 lb., doz..	6 25
" straight claw, 1 lb., doz....	7 00
Farriers hammers, 10 oz., doz.....	5 60
Tinners setting, ½ lb., doz.....	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over.....	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.....	0 09

HARVEST TOOLS.

50 and 5 per cent.

Sidewalk and stable scrapers, net, $2.25.

Wood hay rakes, 40 and 10 per cent.

Lawn rakes, net.

HALTERS

Jute Rope, ½-inch....per gross	....	9 00
" " ½ "	....	10 00
" " ¾ "	....	12 00
Leather, 1-inch ..... per doz.	....	4 00
Leather, 1¼ " ..... "	....	5 20
Web.....	....	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net..	7 25
" " 5-in. "	.....	7 00
" " 6-in., "	.....	6 75
" " 8-in.,	.....	6 50
" " 10-in. and larger ..		6 25

Light T and strap, discount 55 p.c.

Screw hook and hinge—

under 12 n....	per 100 lb.	4 50
over 12 in.....	"	3 50

Crate hinges and back flaps, 65 and 5 p. c.

Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.

Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.

Chicago hold back screen door, iron, gro. $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface floor (6,000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5.....	per gross	2 25
5-16 x 5.....	....	3 40

Bright wire screw eyes, 60 p.c.

Bright steel gate hooks and staples, 40 p.c.

Iron screw hooks, 60 and 20 p.c.

Iron gate hooks and eyes, 60 and 20 p.c.

Crescent hat and coat wire, 60 per cent.

Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO NEVER LEAK ROOFING

Guaranteed till 1921.

The year 1921 is a long way off, but a Congo 2-ply Roof, laid in 1911, will be still in good condition then.

We don't merely *say* that Congo will last 10 years; we *guarantee* it.

Our guarantee is not a mere formal "We-say-so"; it is a genuine Surety Bond issued by the National Surety Company of New York.

We can't do more than that to assure you that Congo really will last ten years.

When a man buys Congo he buys 10 years of protection.

Congo is easy to lay. Nails, cement and rust-proof galvanized iron caps free in centre of each roll.

Copy of 10 year Guarantee Bond and further information on request.



Congo on Armour's Fertilizer Works, Buena Vista, Va.

Congoleum---We should like to send every reader of this paper a sample of Congoleum for Flooring and Wainscoting. It is fitted for use in homes, stores and offices. It is a perfect imitation of light and golden oak. Its surface has a high polish. It is unusually durable. The price is very low. Samples and further details mailed free on request.

UNITED ROOFING AND MFG. CO. **Philadelphia, Pa.**

Stark, Seybold, Limited, Montreal; Mechanics Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont; Fife Hardware Co., Fort William, Ont.

Use Our Building Paper and Common Sense and all the ills of your house and outbuildings as to COLD and HEAT will be modified. That is the way you can talk to your customers when they tell you their building worries. Our **Ready Roofing, Tarred Felt, Sheathing and Wrapping Papers** are unique. They have held the trade for years and to-day are in stronger favor than ever.

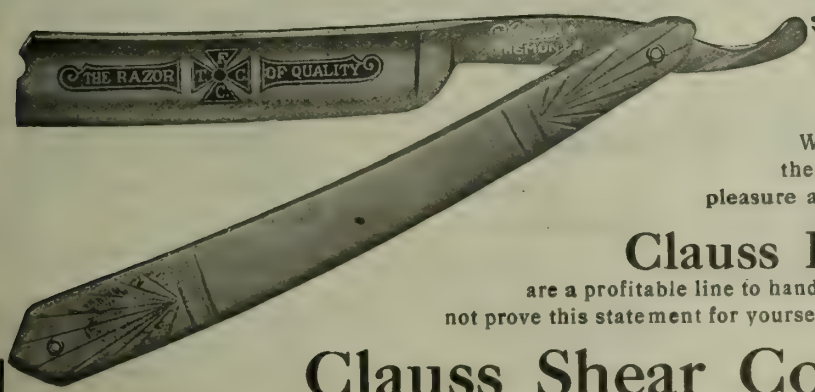
That is sound dealing.
No other kind wins to-day.

THE ROOFING HOUSE OF CANADA

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces



"The Razor of Quality"

We can call our Razors by no name which describes them more aptly than this. They make shaving a pleasure and give absolute and perfect satisfaction.

Clauss Razors and Shears

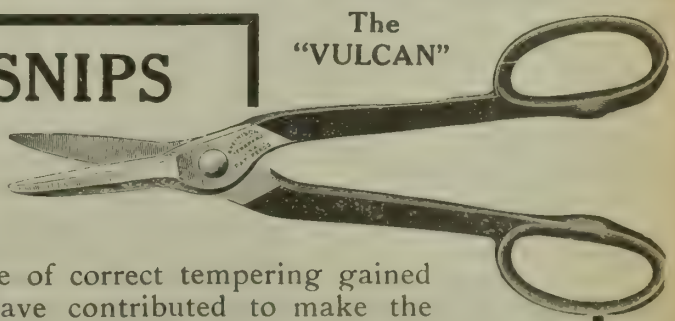
are a profitable line to handle because they invariably give satisfaction. Why not prove this statement for yourselves? Send for our catalogue.

Clauss Shear Company

169 Spadina Ave.
TORONTO

HEINISCH TINNER SNIPS

The "VULCAN"



Cut illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world. Sold by all jobbers.

TAILORS' SHEARS

R. Heinisch's Sons Company

Newark, N.J., U.S.A.

TRIMMERS SCISSORS

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELLED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stove and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 6 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 42
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	3 60
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada lver flatware, 42 p.c.

PIECED WARE.

Discount 2½ per cent.
10-qt. flaring sap buckets, 35 per cent
½, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	18 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ¾ and upwards, 9c.; under ¾, 9½c.	
Lath yarn, single	0 08
" double	0 08½
Sisal bed cord 48 feet...per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
ory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ¼ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's ....per doz.	0 65 1 00
North Bros., No. 30 ..per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

TAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common...per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	16 75

STONES—OIL AND SCYTHE.

Washita...per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe ...per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, asbakin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., each	0 24
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	90
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 30
5-Hole Tin Chokers	0 30

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	33 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

IT WAS PAINTED WITH



RAMSAY'S PAINTS

Every dealer likes to have a man satisfied with what he buys. It brings pleasant thoughts, a deal of satisfaction and a sure profit.

Can your customers point proudly to a job done with your paints?

If not—you are losing business.

The many hundreds of satisfied agents throughout the country for Ramsay's Paints are a guarantee that they are satisfied and that their customers are satisfied.

Do you know that in Ramsay's Paints you cannot get cheap paints, but you can get the lowest figure for the high-grade paints? That there is profit for you in every can and a guarantee for every consumer?

If you are ready to secure the paint trade in your section we are ready to see that you get it if you will communicate with us.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

Trade Mark Reg'd 1877

"DOMINION"

"The Crown of Quality"

Charcoal Tinplates

High Grade Charcoal Tinplates. Heavily coated. Each sheet packed with tissue to avoid scratching.

A. C. LESLIE & CO., LIMITED

MONTREAL



Send for this 62-page booklet on newspaper advertising for the retail paint store.

If you are a paint merchant looking for new ideas for advertising in your local papers, write for this booklet, which has been prepared to help the Sherwin-Williams Agent build up a large and profitable paint and varnish business.

The book contains advertisements on practically every Sherwin-Williams product sold through the Agent, including Varnishes, Enamels, Paints, Stains, Linseed Oil, Paris Green, etc. Most of the ads. are attractively illustrated, showing the use of the goods, and the copy is strong and convincing. The ads. were all prepared by experienced paint and varnish advertising experts who know your problems and how best to deal with them.

It also contains a number of clever suggestions for stationery, shipping and package tags, stickers and special seasonable advertisements.

We furnish electros of any of these ads. free to S-W Agents. If you are contemplating undertaking a paint Agency in your town, write us now for this book and see how effectively we co-operate with the S-W Agent to insure his greatest success. Ask for the B-57.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Alabastine Co ... 51
American Shearer Co ... 20
Andrews Wire Works of Canada, Ltd. outside back cover
Anthony, M. B ... 20
Armstrong Bros. Tool Co ... 21 80
Atkins & Co., E. C ... 30
Atlas Mfg. Co ... 21
Aylmer Pump and Scale Co ... inside back cover

Barnet Mfg. Co ... 15
Barnett, G. & H. Co ... outside back cover
Barton Netting Co ... 53
Boeckh Bros ... 20
Bosse & Banks ... 20
Booth-Coulter Copper & Brass Co ... 70
Bowser, S. F., & Co., Ltd ... 62
Brand Ed ... 73
Brandram-Henderson, Ltd ... 49
Brantford Roofing Co ... 28
Buffalo Mfg. Co ... 76
Burrow Stewart & Milne Co., Ltd ... 22

Cameron & Campbell ... 21
Canada Cement Co ... 69
Canada Foundry Co ... 72
Canada Metal Co ... 20
Canada Paint Co ... 57
Canada Steel Goods Co ... 8
Canada Wire Goods Mfg. Co ... 72
Canadian Copper Co ... 19
Canadian Hart Wheels ... 20
Canadian Sales & Mfg. Co ... 21
Canadian Supply Co ... 69
Cane & Sons, Wm ... 69
Cartland & Son, Ltd. Jas ... 79
Caverhill, Learmont & Co ... 5 12
Cavers Bros ... 73
Chance Bros ... 66
Cheney & Son S ... 20
Chesterman, Jas. Co ... 68
Chicago Flexible Shaft Co ... 16
Chicago Spring Butt Co. inside back cover
Clauss Shear Co ... 53
Collins Mfg. Co ... 20
Connor, J. H., & Son ... 72
Consolidated Plate Glass Co ... 19
Copp, W. J., Sons & Co ... 59
Crookes, Jonathan, & Son ... 73
Cummer Dowswell, Ltd ... 13

Davidson, Thos., Mfg. Co ... 8
Dennis Wire & Iron Co ... 68
Directory of Manufacturers ... 20 21
Diston, Henry, & Son ... 9
Dominion Cartridge Co ... 30
Dominion Roofing Co., Ltd ... 27
Dorken Bros ... outside front cover, 75
Dougall Varnish Co ... 61

Enterprise Mfg. Co ... 25

Fenn Mfg. Co ... 78
Ford Auger Bit Co ... 72
Frothingham & Workman, Ltd ... 4

Galt Art Metal Co ... 74
Gendron Mfg. Co. Ltd ... 27
Gibb, Alexander ... 20
Gilbertson, W., & Co ... 19
Goodell-Pratt Co ... 24
Goodhue & Co., Ltd., J. L ... 72
Greening, B., Wire Co ... 18
Grove Chemical Co ... 73
Guelph Spring and Axle Co ... 70
Gutta Percha & Rubber Mfg. Co. outside back cover

Harris, J. W., Co ... 74
Heinisch, R., Sons Co ... 53
Hobbs Mfg. Co ... 65
Horton Mfg. Co ... 15
Howland, H. S., Sons & Co ... 7
Hutton, Jas., & Co ... 72

Imperial Varnish and Color Co ... 47
International Tool Co ... 66
International Varnish Co ... 62

James & Reid ... 21
Jardine, A. B., & Co ... 19

Kendrick & Co., Ed ... 70
Kyle, P ... 20

Laidlaw Bale Tie Co ... 23
Leslie, A. C., & Co ... 55
London Foundry Co ... 76
London Bolt and Hinge Works ... 20
London Rolling Mill Co ... 57
Lufkin Rule Co ... inside back cover
Lundy Shovel and Tool Co ... 67
Lysaght, John ... outside front cover

McArthur, Alex., & Co ... 53
McClary Mfg. Co ... 10
McDougall, R., Co ... 79
McGlashan-Clarke Co., Ltd ... 68
McKinnon Chain Co ... 71

Martin-Senour Co ... 61
Maxwell, D., & Sons ... 23
Mayo & Brown ... 20
Meaford Wheelbarrow Co ... 66
Meriden Britannia Co ... 17 18
Metal Shingle and Siding Co ... 26 68
Metallic Roofing Co ... 2
Mitchell & Co., David ... 20
Moore, Benjamin, & Co ... 63
Morris & Bailey Steel Co ... 23
Morrison, James, Brass Mfg. Co ... 12
Myers & Bro., F. E ... 21

Nagle & Co., H ... 68
National Cash Register Co ... 11
National Hardware Co ... 74
New Brunswick Pulp and Paper Co ... 73
Newman, W., & Sons ... 20
Newmark, Louis ... 24
Nicholson File Co ... 16
North Bros. Mfg. Co ... 1
Nova Scotia Steel and Coal Co ... 70

Oakey, John, & Sons ... 70
Oneida Community ... 14
Ontario Lantern & Lamp Co., Ltd ... 71
Onward Mf'g Co ... 27
Otterville Mfg. Co ... 72
Owen Sound Wire Fence Co ... 71

Parker Wire Goods Co ... 73
Parmenter Bullock Co., The ... 20
Paterson Mfg. Co ... 53
Pearson, Geo. D. & Co ... 21
Pease Foundry Co ... 59
Peterborough Lock Co ... inside back cover
Pinchin Johnson & Co., Ltd ... 62
Pink, Thos ... 77
Pratt & Lambert Inc ... 40 41

Queen City Oil Co ... 70

Ramsay, A., & Son Co ... 55
Rhodes Mfg. Co ... 67

Robertson Mfg. Co., Ltd., P. L ... 73
Ross Rifle Co ... 80

St. Mary's Wood Specialty Co. Ltd ... 26
Samuel, M. & L., Benjamin, & Co ... 76
Seymour, Henry T., Shear Co ... 70
Sharratt & Newth ... 21
Shaw, A., & Son ... 21
Sherwin-Williams Co ... 53
Sheet Metal Products Co ... 2
Shurly Dietrich Co. Ltd ... 75
Shute, A. A ... 21
Simonds Canada Saw Co ... 26
Sonne, Thos., sr ... 20
Spramator Co ... 67
Standard Chain Co ... 79
Standard Paint Co ... 47
Standard Paint and Varnish Co ... 59
Stanley Mills & Co ... 19
Stanley Rule and Level Co ... 79
Star Expansion Bolt Co ... 13
Star Mfg. Co ... 1
Steel Co of Canada, Ltd ... 6
Stevens, Ernest, Ltd ... 25
Stewart Mfg. Co., Jas., Ltd ... 24
Still, J. H., Mfg. Co ... 1
Stratford Mfg. Co ... 66

Tarbox Bros ... 21
Taylor-Forbes Co ... outside front cover
Thompson, B. & S. H ... outside back cover
Tobin Arms Mfg. Co., Ltd ... 9
Toronto Plate Glass Importing Co ... 21
Trewhilla Bros ... 21

Valor Co., Ltd., The ... 78

Want Ads ... 60
Watson Mfg. Co., John ... 21
Western Clock Mfg. Co. inside front cover
Western Distributors, Ltd ... 20
Western Wire and Nail Co ... 21
White Mop Wringer Co ... 70
Whitman & Barnes Mfg. Co ... 77
Whitlock & Mariatt ... 20
Wilckes-Martin-Wilckes Co ... 65
Winnipeg Ceiling & Roofing Co ... 59
Winnipeg Paint and Glass Co., Ltd ... 57
Wright, E. T., & Co ... 75

CLASSIFIED LIST OF ADVERTISEMENTS

Advertising Cuts
Stanley Mills Co., Ltd., Hamilton, Can

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New Yor

Box Strapping
J. N. Warminton, Montreal

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto,
McClary Mfg. Co., Toronto

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Carriers—Cash—Parcel
The Gipe Carrier Co., Toronto

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cash Registers
National Cash Register Co., Toronto

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chaplets
S. Cheney & Son, Manlius, N.Y.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.
R. McMaster, Vancouver.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto
W. R. Humphreys & Co., Ltd., Sheffield, England
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Cycles
Hobart, Bird & Co., Ltd., Coventry, Eng.

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co., Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton



ARSENATE OF LEAD

For Spraying
For Spraying
For Spraying
For Spraying
For Spraying

There are numerous enquiries "Where can we get this Insecticide?" THE CANADA PAINT CO., Limited, make

Arsenate of Lead

THE CANADA PAINT COMPANY LTD

The Demands of Spring Patrons

Are sure to include Window and Door Screens. Are you prepared for these? By ordering early you avoid losing custom and insure prompt shipments. Don't experiment. Sell the Wabash line of Screens.



Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

The durable black wire cloth is stretched by machinery. Drum head tight.

Write to-day for illustrated circular of this attractive, quick selling screen.

The Winnipeg Paint & Glass Co.
LIMITED

EDMONTON - WINNIPEG

CALGARY PAINT & GLASS CO., LTD.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

Sales Agents, Ontario—Baines & Peckover, Toronto
Manitoba--Bissett & Loucks, Winnipeg

Reliable QUALITY

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Extinguishers
The Valor Co. Ltd., Birmingham, Eng.

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont
Charles Lindsay, Glasgow, Scotland

Fishing Tackle
Enterprise Mfg. Co., Akron, O.
Horton Mfg. Co., Bristol, Conn

Food Choppers
Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Guns
Harrington & Richardson Arms Co. Worchester, Mass.

Hammocks
Hohlfeld Mfg. Co., Philadelphia
The J. E. Palmer Co., Middletown, Con.

Handles.
St. Mary's Wood Specialty Co., St. Mary's, Ont
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
E. B. Salverds, Preston.
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
MacDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lampblack
The L. Martin Co., New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern and Lamp Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Lights, Gas
Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Post Hole Augers
Fenn Mfg. Co., Charlotte, Mich.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Razors.
Christy Safety Razor Co., Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
Kemp Mfg. Co., Toronto
McClary's, London, Ont.
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterworth Fdy. Co., Ottawa
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal.
U.S, Steel Products Export Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Waffle Irons
Griswold Mfg. Co., Erie, Pa

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd. Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford, Ont

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

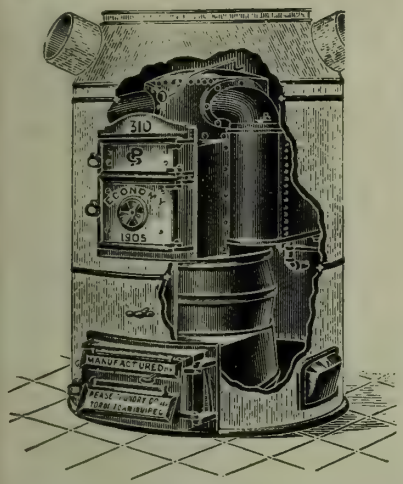
Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Star Mfg. Co., Carpentersville, Ill.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Here is the Composition of

NEW ERA PAINT

Pure White Lead ; Oxide of Zinc ; Pure Linseed Oil, Turpentine and Turpentine Japan Dryers, each the purest of its kind. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for Prices.

Standard Paint and Varnish Works Co. LIMITED
Windsor, Ontario,

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



IT WILL PAY YOU
TO PUSH THE SALE OF

Winnipeg Steel Shingles

Economical. Fire and Lightning Proof.
They're Rain and Storm Proof too.

We will Help you make Sales

No Stock to carry. Send us your Order.
We ship promptly.

Most Complete Plant in Canada for the Manufacture of Steel Metal Building Goods.

Write Dept. "S" for Catalogue No. 5 and Price List

WINNIPEG CEILING & ROOFING CO.
P.O. BOX 2186 WINNIPEG, Canada

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—First-class hardware business for sale in the most thriving city in Canada, the largest banking turnover and pay roll of any place the same size. Ill health reason for selling. Box 1081, HARDWARE AND METAL, Toronto. (tf)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE—One of the best hardwares in Saskatchewan. Stock about $14,000. Buildings at reasonable rent. $6,000 cash will handle it. Business increasing; prospects bright; turnover and profits satisfactory. Will be off the market if not sold by April 1st. Don't answer unless you mean business, if full information is satisfactory. Write in first instance to Box 1092, HARDWARE AND METAL, Toronto. (12)

FOR SALE Hardware business in one of the best towns in the West. Stock about $12,000; brick building 27x90 on the principal corner; price $9,000, or could be rented. Tinshop in connection. Town has population of 2,000 and the turnover from the store runs from $35,000 to $40,000. Terms to purchaser, one quarter cash, balance arranged at 7% interest. WOOD, VALLANCE, Limited, Winnipeg. (13)

WANTED—To buy, a hardware business in a growing town. Write, giving particulars, to Box 1084, HARDWARE AND METAL, Toronto.

SITUATIONS VACANT

SALESMAN WANTED—Experienced stove and furnace traveling salesman wanted. Write, giving reference and salary expected. Confidential. Box 511, HARDWARE AND METAL, Winnipeg.

WANTED—Tinsmiths and press hands at all times. Correspondence invited. E. T. WRIGHT & CO., Hamilton, Ont. (12)

WANTED—By wholesale firm, two young men with three or more years' experience in retail hardware business. Apply Box 2047, Winnipeg. (10)

WANTED—1 first-class tinsmith, capable of installing furnaces as well. Will give $3.50 a day to January 1st, 1912, with good wages for winter for right man. References and age must accompany application. Apply Box 3, Drinkwater, Sask. (11)

WANTED—Experienced and successful retail hardware salesman. Must be good stock-keeper and buyer. State full particulars, age, experience, etc., give references and send photo. Ability, energy, with lots snap very essential. Salary $1200 a year. THE MOOSE JAW HARDWARE CO., Ltd, Moose Jaw, Sask. (10)

SITUATIONS WANTED

A HARDWARE SALESMAN, desiring to leave the road, wishes to obtain at once an active interest in such business in Western Canada. Can offer in exchange or as security equity to the value of $10,000 in first-class Western lands. Correspondence solicited. Address Box 1083, HARDWARE AND METAL, Toronto. (7tf)

EXPERIENCED hardware clerk of good ability wants position. Good salesman and stock keeper At references. Box 24, Crysler, Ont. (10)

HARDWARE SALESMAN, six years' experience in wholesale and retail, desires position in retail store in Western Canada. Can furnish recommends. Box 1091, HARDWARE AND METAL, Toronto. (11)

MISCELLANEOUS

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MAKE MONEY AND SAVE MONEY with the Multigraph. It does multiple typewriting and real printing 1,200 to 5,000 sheets an hour; gets new business with form letters or printed advertising; saves 25 per cent. to 75 per cent. of printer's charges on stationery and forms. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co, Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

RETAIL MERCHANTS AND OTHERS WITH A limited correspondence will find it to their advantage to write us for catalogue of special bargains in rebuilt Typewriters. We have all the well-known makes, taken as part payment on the MONARCH, and at the prices we offer them they are remarkable bargains. THE MONARCH TYPEWRITER COMPANY, Limited, 46 Adelaide Street West, Toronto, Ont.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU DON'T BUY a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

AGENTS WANTED

ENGLISH MANUFACTURER of high grade edge tools, with a very large sale, is looking for a good firm to take up the Agency for Canada. The tools in question are the best obtainable and very favorable in price. Please write particulars of lines handled at present and mentioning ground covered. Box No. 58, HARDWARE AND METAL, 88 Fleet Street, London, England. (10)

PROGRESSIVE Sheffield house, making full line of all kinds of cutlery and electro-plated goods, are open to appoint first-class Agents in various parts of Canada. Trade done direct with retailers. Write Box 57, HARDWARE AND METAL, 88 Fleet Street, London, England. (10)

AGENCIES

AGENCIES WANTED for New Brunswick, by a young and progressive firm with good connections and references. Apply KINNEAR & CO., Manufacturers' Agents, Box 168, St. John, N.B. (10)

BRITISH AND CONTINENTAL Buying and Sales Agency, Metals, Hardware, Chemicals, Paints, etc. Englishman (established in Birmingham) with wide merchant and export experience in above and allied trades, is open to negotiate with first-class firm to act as Buying or Selling Agent. Advertiser is thoroughly acquainted with best British and Continental sources of supply and possesses valuable home and foreign connections. Bankers and commercial references. Apply "Business," care John Lewis & Co., Chartered Accountants, Birmingham. (8)

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

WANTED—By an experienced engineer in Germany, reliable business man with money to start with him an importation office between Germany, Canada and England, in engineering and hardware lines. Same can bring in a number of important German agencies. Box 55, HARDWARE AND METAL, 88 Fleet St., London, England. (10)

ARTICLES FOR SALE

FOR SALE—A set second-hand tinner's tools in good repair. Apply to JOHN DUFTY, Broadview, Sask. (12)

PARTNER WANTED

WANTED—A partner, or will sell outright a good hardware, stove and tinware business in Western Ontario. Address Box 23, Whitechurch, Ont. (10)

HARDWARE

SALESMAN WANTED by first-class house to sell hardware specialties. Good opportunity for young hustler with experience and trade connections all over Dominion. State full particulars, references, salary. Apply by letter to SCHUCHARDT & SCHUTTE, 90 West Street, New York. (10)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

Montreal Chicago Vancouver

Another Link Added

Our Dealers have long been acquainted with the high quality of our products—the co-operation extended to develop their paint sales—to turn this increased demand into a bankable profit. We now wish to give "Service" to further this development, so on

MARCH 15, 1911

when we open our New Supply Station

215-7-9 Victoria Street, Toronto

another link will be added to the chain, which will insure our Western Ontario trade factory prices, prompt shipments and low freight. Now if you are ready for more business and will let us help you—you will get it—and what is more, we will take care of you after you get it, for after above date we can give you "*Service.*"

THE MARTIN-SENOUR CO., Limited

Pioneers Pure Paint

MONTREAL TORONTO HALIFAX WINNIPEG

Halifax Toronto Winnipeg

Dougall Varnishes are Sold on Their Merits

They have character. All you need to know is the use to which the varnish is to be put and you can furnish exactly what your customer needs with full directions for its use. A reputation for varnish wisdom depends on there being definite character in the varnishes.

There's no guess work with DOUGALL Varnishes.

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, PRESIDENT

305 MANUFACTURERS ST. MONTREAL, CANADA

ASSOCIATED WITH THE MURPHY VARNISH CO., U. S. A.



Large Corporations use Minerva Paints and Varnishes

The "British Admiralty," the largest railroads, steamship companies and steamship builders in the world and the largest and most prominent decorators are constant users of Minerva products.

That's the real proof of Minerva quality—the quality that insures increased profit and reputation for the Minerva dealer.

Minerva Paints and Varnishes

are made from the purest and best adapted materials obtainable by the most modern scientific methods.

Under all conditions and in all climes they have stood the test. Minerva Paints and Varnishes are always marketed in Full Imperial Measure Packages and are backed by 76 years of Paint experience.

Is there a Minerva dealer in your town? Write to-day for the Minerva proposition and dealer's PRICE LIST.

PINCHIN, JOHNSON & CO.
(Canada) LIMITED
377-387 Carlaw Ave. - Toronto, Ont.
C50

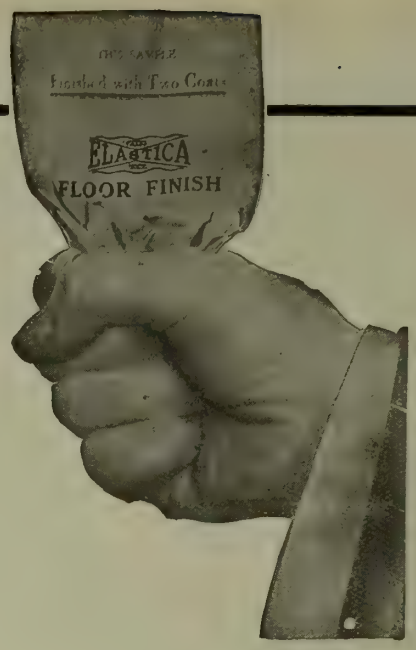


A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.
66-68 Fraser Ave., Toronto, Ont.



"All International Varnish Products are Sold in Full Imperial Measure Cans"

Figure out what that means to the average Hardware Merchant.

Many are willing to testify right over their signatures that it means trade Insurance—a permanent patronage.

Simply because it means more satisfaction and better goods for their customers at the same money.

Every International Varnish Product is hall-marked "Superior Quality."

Elastica, Lacqueret, Satinette, Flattine and *Wood Stains*—all conserve and build up your reputation and give you a reasonable profit.

You can confidently expect repeat orders when you specify International Products.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A23

Moore's

House Colors

ARE

DURABLE — RELIABLE

UNIFORM — BRILLIANT

A Pure Linseed Oil Paint made from the best and most lasting pigments.

A line to feature and recommend for the coming Spring painting.

Send along for details to-day.

Benjamin Moore & Co., Limited,

WEST TORONTO

NEW YORK CLEVELAND CHICAGO



Some other leading lines are .

MOORE'S

FLOOR PAINT TILE-LIKE

MURESCO IMPERVO FINISHES

SANI-FLAT MOORAMEL

Write for color cards and prices.



Small Costs—Big Results

THE COST of a Want Ad. in Hardware and Metal is estimated in CENTS.

THE RESULTS are figured in DOLLARS.

This advertisement cost **46c.** and sold a business for **$6,000**

Hardware, Stoves and Tinware in city of London. Stock new, $6,000. Splendid opportunity, good reasons for selling. Apply 111 Dundas Street, London, Ont.

EVERY retail hardware dealer, every hardware manufacturer, wholesaler, traveller and clerk from VANCOUVER TO HALIFAX is a consistent reader of HARDWARE and METAL. This makes a Want Ad. in Hardware and Metal the only satisfactory way to place your proposition before those most vitally interested.

WOULD YOU BUY OR SELL—A Typewriter—A Show-case—Set of Tinner's Tools—Desk—Secure a Clerk—Bookkeeper—Partner

Use a Hardware and Metal Want Ad.

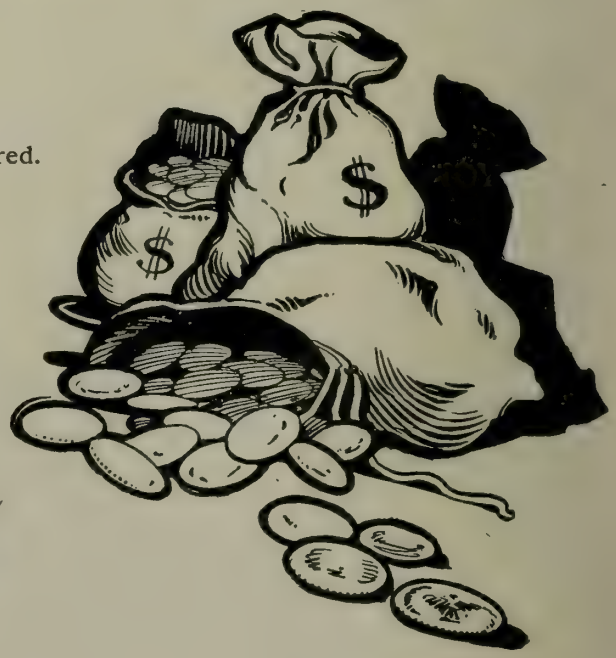
RATES: (Payable in advance)

2c. per word first insertion.

1c. per word subsequent insertions.

5c. extra per insertion for box number if desired.

Write or phone our nearest office.



Hardware and Metal

Montreal - Toronto

Winnipeg



The above cut illustrates our complete plant, showing the new addition just finished.

WE LEAD THE WORLD

The ever-increasing demand for

BEAR BRAND LAMP BLACKS

has necessitated this increase in our manufacturing facilities, as shown in the figures below:

	CAPACITY
1902 - - -	3,000,000 pounds
1905 - - -	6,000,000 "
1911 - - -	10,000,000 "

Our growth is entirely due to the consistent high quality and absolute uniformity and purity of our products, together with the courteous treatment always extended to our customers.

If you are not using OUR BLACKS, write us and we will submit samples and prices which will save you money and secure your orders.



WILCKES MARTIN WILCKES CO.

The Largest Makers of Fine Lamp Blacks in the World.

Office, 135 William Street - - - New York

Factory, Camden, N.J.

CANADIAN AGENTS — E. FIELDING, 34 Yonge Street, Toronto, Ont.
FRANCIS HANKIN, & CO., 230 Coristine Bldg., Montreal, Que.

Leaded  Glass



We are the largest manufacturers of

Leaded Art Glass

in CANADA, making same at all our four warehouses. Prompt shipment and entire satisfaction guaranteed.

WRITE FOR CATALOGUE



The Hobbs Manufacturing Company, Limited

Warehouses:—LONDON, TORONTO, MONTREAL. WINNIPEG



A Clean-Cutting Positive Action

Every Fruit Grower needs a

"Kansas" Pruning Knife

(Improved)

There is nothing "just as good"—there is nothing anywhere near in the same class as the "Kansas." It is quicker, cleaner, far more convenient and far more durable than any other pruning knife in the world. It is

SO SIMPLE, SO POSITIVE
in its action.

No stretching or climbing. To take a limb off close to the trunk, simply place the hook around the limb, up to one and a quarter inches in diameter, pull the handle and the work is done. For snipping off outlying twigs, pull the string instead of the handle. It will do five or six times quicker work than the next best knife and will give more than double the length of service.

Made by Taylor-Forbes Co., Ltd., Guelph.

Write for Circulars and Trade Prices.

International Tool Co.
Detroit, Mich.



The

Meaford Wheelbarrow Co., Limited

Meaford, Ontario

We make the fullest line of Wheelbarrows of any maker in Canada and can supply your requirements in any style of Wheelbarrow (both wooden and steel) wanted for any purpose.

Write us for Prices and our Catalogue.



CHANCE'S "FLEMISH" GLASS

is a new product of the famous glass works of Chance Bros. & Co., Ltd., near Birmingham, Eng.

"Flemish" is a new and most attractive variety of Ornamental Window Glass, unsurpassed in character and brilliancy. It is particularly effective in the best kinds of leaded light work, and for glazing in casements, door panels, or interior partitions, where the object is to obscure the vision but not the light.

Flemish glass is made in large and small patterns, and in white, staining white and numerous tints.

To architects, contractors and hardware dealers, we will send on request samples of Chance's Flemish, figured, rolled, muffled, double rolled, cathedral and other lines.

AGENTS FOR CANADA

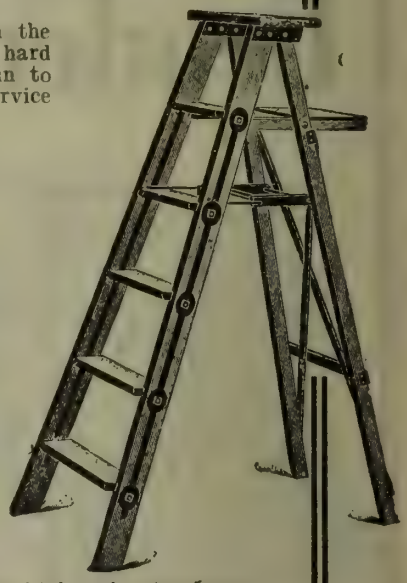
B. & S. H. Thompson & Co.
LIMITED

381 St. Paul Street - MONTREAL

A STRONG SERVICEABLE LADDER

There is no line on the market so suited for hard wear and so certain to give satisfactory service as the

FAULTLESS LADDER



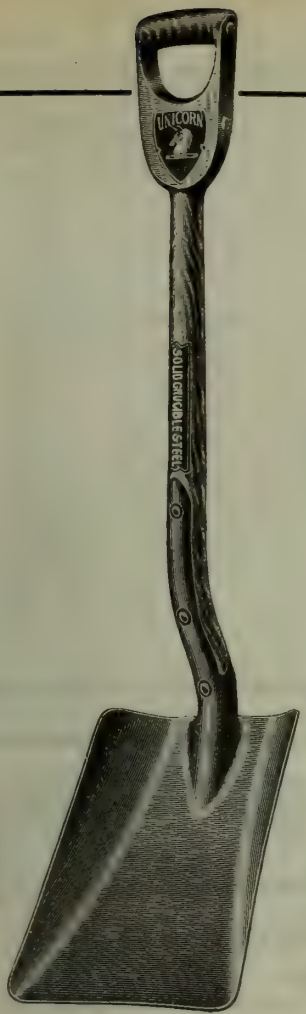
It is made from clean, kiln-dried, short leaf yellow pine, and equipped with the "Faultless Lock." A bolt under each step and a galvanized steel plate on the ends of every bolt clamped tightly to the sides, eliminates all chance of spreading.

Made 4 to 10 feet high and extra heavy 10 to 16 feet.

A Line that can be Safely Recommended

Write for Catalogue "B"

The Stratford Mfg. Co., Limited
STRATFORD - CANADA



The Mark of the Maker

TRADE MARK

Registered

Protects the user, dealer and jobber. The only way to be sure of the goods you sell is to know who makes them.

The largest shovel warehouse in Canada is now well stocked; every shovel is made by us, branded with our registered trade mark and sold under our name and Guarantee.

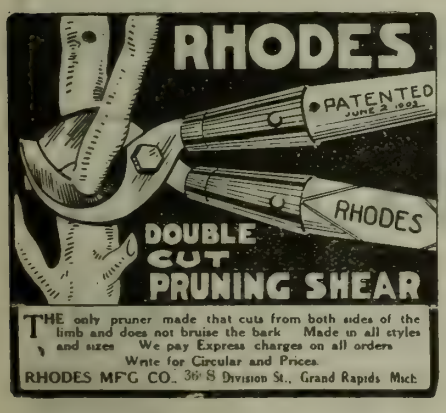
If you don't know who handles Lundy Shovels, write us, and we'll be glad to tell you.

Write for Catalogue

The Lundy Shovel and Tool Co., Limited

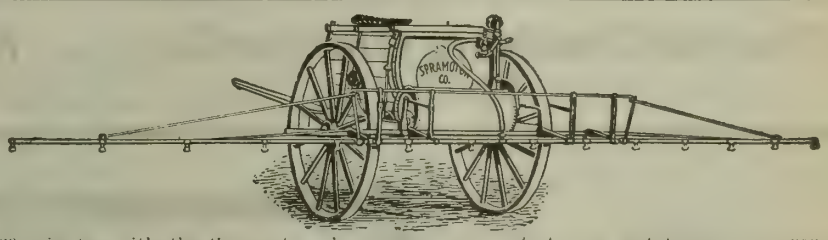
Gen'l Offices and Factory, PETERBOROUGH, and at

MONTREAL WINNIPEG JOHANNESBURG, S. A.



THE only pruner made that cuts from both sides of the limb and does not bruise the bark Made in all styles and sizes We pay Express charges on all orders Write for Circular and Prices.

RHODES MFG CO. 36 S Division St., Grand Rapids Mich.



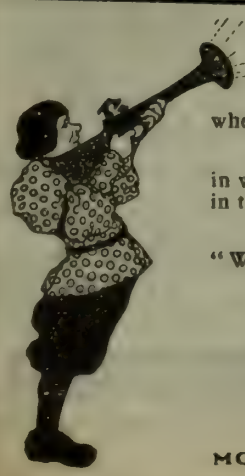
In 30 minutes with the Spramotor shown, you can protect your potato, or row crop, on two acres. 100-gal. tank does it. The horse does all the work. 12 non-clogging nozzles, with 125 lbs. pressure.

Has Automatic Regulator, Nozzle Protector, Pressure Relief, Agitator, 12-gal. Air Pressure Tank, Draining, Air and Controlling Cock. Full control from driver's seat. Fitted for Orchard, Vineyard and Grain Crops, One or two horses, or by hand.

Write for Particulars and Prices--Free. Gold Medal at National Horticultural Congress

AGENTS WANTED.

R. D. HEARD, 1383 King Street, LONDON, Canada



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL TORONTO WINNIPEG

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad" as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

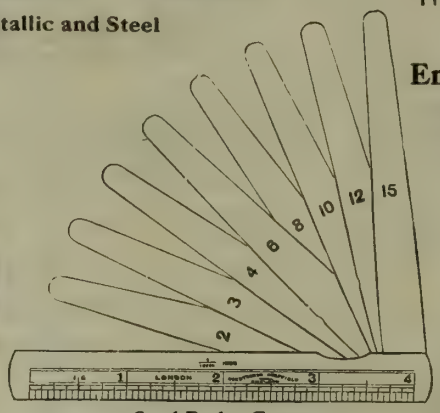
J C CONSTANTIA J C

MEASURING TAPES

Linen, Metallic and Steel

TREBLE





Steel Feeler Gauge

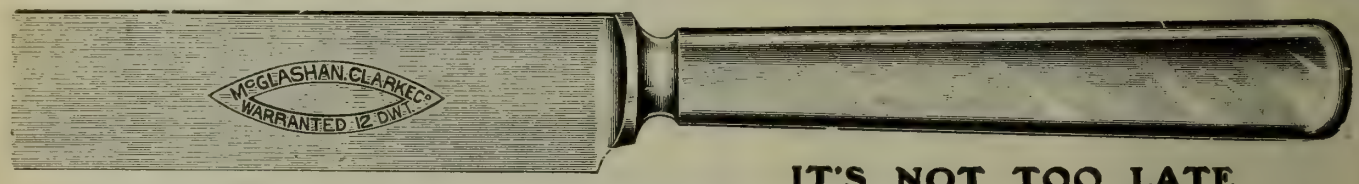
Engineers' Small Tools

Steel Rules, Gauges, etc.



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal



IT'S NOT TOO LATE

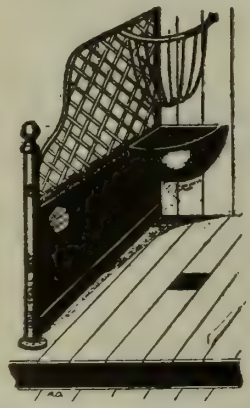
to stock up with the very best line you ever handled in cutlery. It is made of finest English Steel, 12 dwt. plate and hand burnished. Handle and blade are a one-piece forging and the knife is put up in neat rack boxes of half dozen.

Send for our complete catalogue and send promptly

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

NOTICE

VOL-PEEK
Granite Cement

Is now put up in 15c. packets, these are again put up in Show Stands printed in two colours, with advertising matter, and cut of man mending a pan.

This stand makes a very catchy and showy display.

These stands contain 30 15c. boxes.

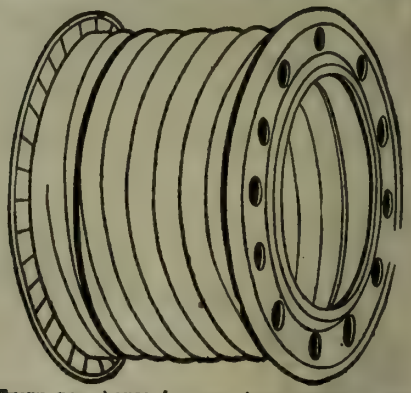
Cement will sell very fast in this new size.

Each stand costs you $2.50 prepaid with advertising matter, retails for $4.50; this gives you 80% profit on each sale. Send in your order for one or more stands and we will date your invoice at 30 days.

H. Nagle & Co.

MONTREAL, QUE.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers



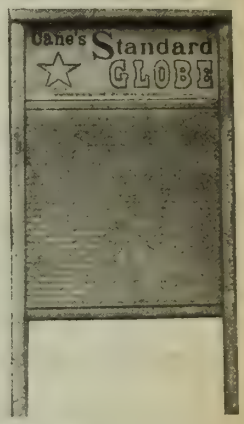
It takes almost no talk to sell Cane's goods. The name itself has come to stand for merit and in addition each washboard has so many points readily pointed out and easily understood that housewives like them at sight

THE "BEST" ARE ALWAYS

CANE'S WASHBOARDS

The best in any line, for there's a Cane board at every price for every use. This variety of sizes, prices and uses make it easy to suit the stocks to the needs of your trade.

Write for particulars of all our "Washday" products and price quotations.



The William Cane & Sons Company, Limited
Newmarket Ontario

Leeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE
From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

Roofers' Supplies

220 KING STREET WEST

TORONTO

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.

Banque Nationale Building
MONTREAL

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

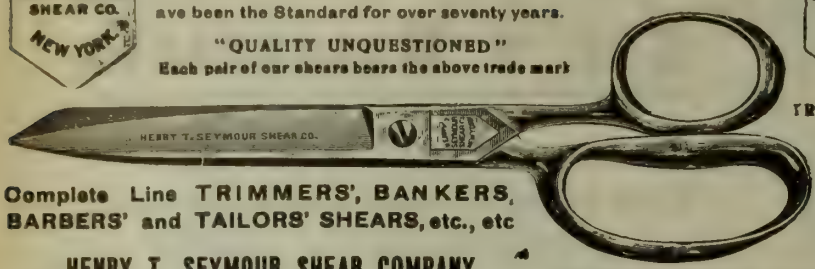
ave been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, *Agents*

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

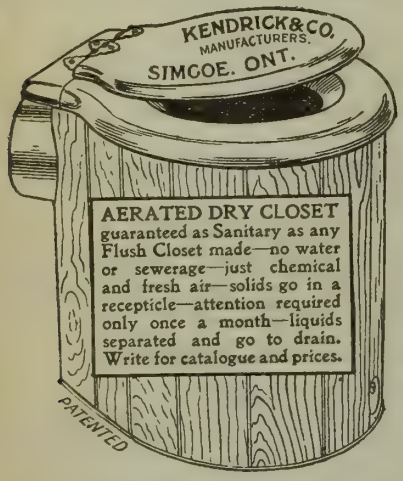
KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE

White Mop Wringer Co.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction

---

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

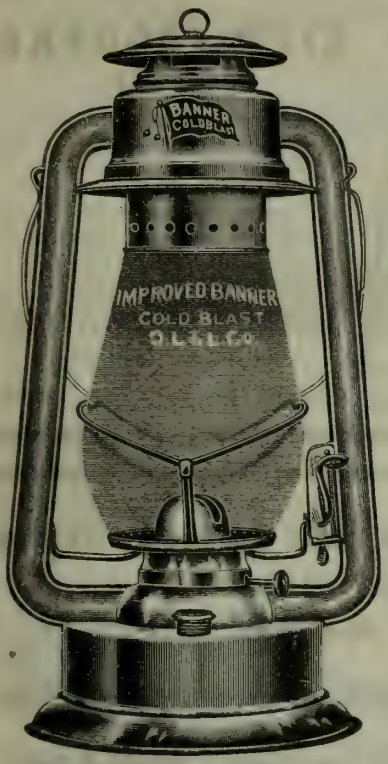
When writing advertisers kindly mention having seen the advertisement in this paper.

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

SHEETS TUBES COPPER & BRASS AND RODS

SPECIAL SIZES CUT TO ORDER FROM LARGE STOCK—PROMPT SHIPMENT

115-121 SUMACH STREET TORONTO, CANADA



COMPLETE, WITH W

The "BANNER" COLD BLAST Lantern

is

MORE THAN HALF SOLD BEFORE YOU BUY IT.

Burns 15 hours longer than any other.
Patent Automatic Lift Lock.
Double Seamed Oil Well.
Solid Brass Burner.

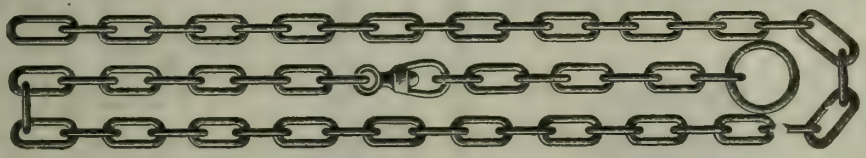
AND IS EXTENSIVELY ADVERTISED
TO THE CONSUMER.

For sale by all Jobbers

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office:
BUFFALO, N.Y.

McKinnon Chain Co.

Factory:
ST. CATHARINES, ONT.

Get the Local agency for "Safelock" Wire Fence



You will find "Safelock" the best selling line of fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked, at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents: The Brandon Safelock Fence Co., Brandon, Man.

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

WHAT ARE YOU DOING

to prevent orders for leather belting going direct from local users to manufacturers? This is your trade and you will find that an assortment of Goodhue's

LEATHER BELTING

in the stock sizes, aggressively displayed and advertised, will bring the trade to you. Just try it. Begin by writing us for Price List.

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

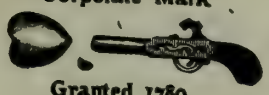
REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Jonathan Crookes & Son

Corporate Mark

Sheffield  England

Granted 1780.

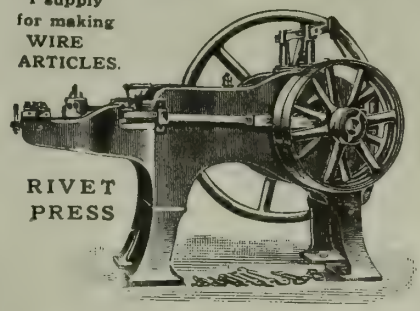
SUPREME CUTLERY



For Sale by Leading Wholesale Houses

THIS IS ONE of the many kinds of Machines I supply for making WIRE ARTICLES.

MACHINERY DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.



RIVET PRESS

FOR Making

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats, Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, and Any other Article made from WIRE.

SEND FOR LISTS

ED. BRAND

Wire Machinery Specialist

472 Moss Lane East

Manchester, Eng.

Cable Address: "Filieres, Manchester."

Code used: A.B.C., 5th ed.

ANYONE CAN USE

THE "SPECIAL" SAW SET



FULLY WARRANTED

THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS

SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

HARDWARE IS "STRONG" WARE

and so is

New Brunswick "KRAFT"

WRAPPING PAPER

ASK YOUR WHOLESALER

The NEW BRUNSWICK PULP & PAPER CO., Ltd.

Sales Office and Warehouse } *124 Richmond Street West TORONTO Main 109*

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

BETTER VALUE

For the price than any other hand sprayer on the market. That is why so many Hardware dealers specialize on the CAVERS

Improved Automatic Compressed Air Sprayer

It runs continually from 6 to 10 minutes and is the handiest machine in the world for spraying potatoes, small fruits, cattle, poultry; for whitewashing outhouses, etc.

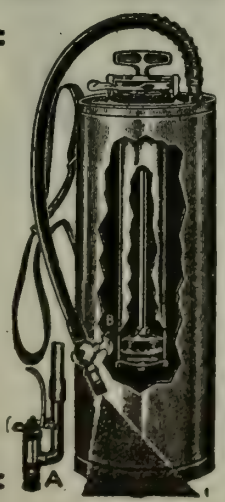
Every farmer and gardener is interested in this Hand Sprayer. Some valuable improvements have been made on the 1911 machine—see them—write for circular.

Write us for special terms and datings

CAVERS BROS.

Manufacturers

GALT .:. .:. ONT.



Kitchen Wire Goods

are a fast selling and profitable line for the hardwareman.

THE PARKER WIRE GOODS CO., *Worcester, Mass., makes everything in wire hardware. Write for prices.*

DINGMAN & McCOMBE

Montreal Canadian Representatives



When you think of Metal Ceiling, think of "Galt."

Dealer, House-owner and Architect all favor "Galt" Art Metal Ceiling

Ernest R. Beckwith, C.E., architect on this job, says of the goods supplied:—

"Besides being one of the prettiest ceilings I have ever seen, it was exceedingly easy to erect. In fact, most of the work was done by unskilled labor owing to the regular tinsmiths being busy.

The special material made for the stage-front was accurate in detail and satisfactory in every way."

If you want to please your customer and his architect; if you want to build up a business in Metal Ceiling and if you want to make the most money from your metal ceiling work, send your orders and enquiries to

The Galt Art Metal Co., Limited, Galt, Ont.

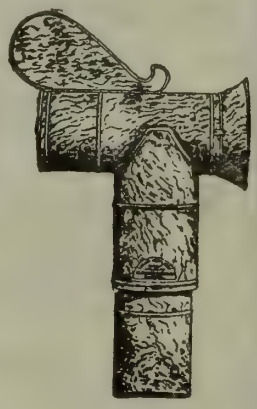
A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT, and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., LTD.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

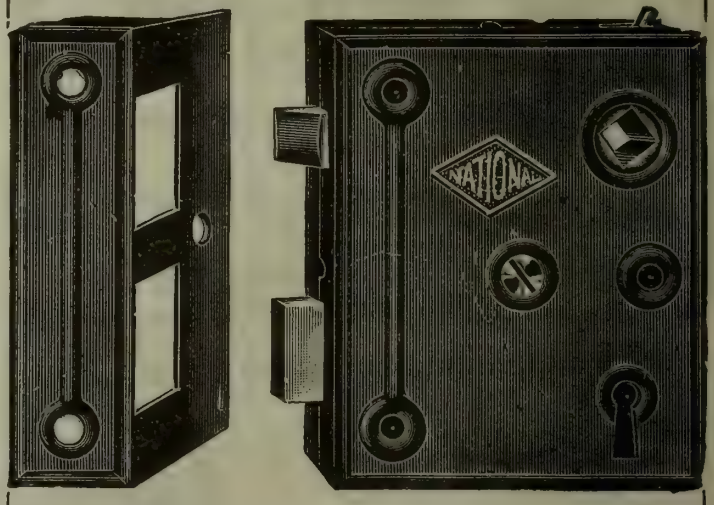
Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

NATIONAL STEEL RIM LOCKS



Safety, strength durability and finish are combined in these splendid locks, the only steel rim lock made in Canada. The locking mechanism is very simple and cannot get out of order. Is pivoted on a central pin. They will just meet the requirements of your best class trade.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

Clear Cut Jelly Cake Plate

8, 9 or 10 inch

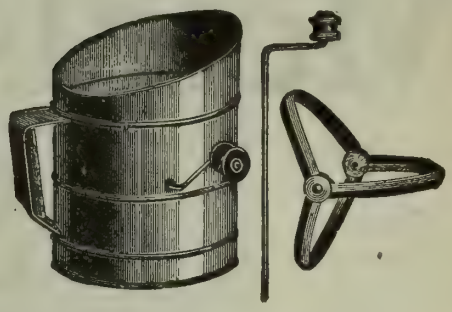
No knife required. One revolution of the separator frees the Pie or Cake entirely from the tin, so that it can be transferred unbroken to another plate.



Victor Flour Sifter

With rimmed basket and tin reel.

Packed 1 dozen in a box.



E. T. WRIGHT & CO., Hamilton, Can.

Winnipeg Distributing Agents—Merrick-Anderson Co., Winnipeg, Man.
Vancouver Distributing Agents—Macpherson & Teetzel, Vancouver, B.C.

Toronto Agent—F B. Wilson, 33 Maitland St., Toronto, Ont.
Winnipeg Agents—W. Reynolds & Co., Winnipeg, Man.

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

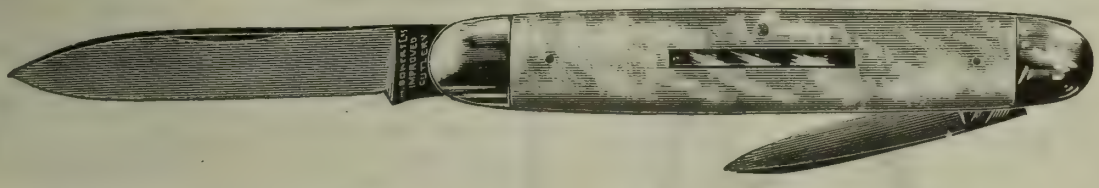
is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

Tree Brand Cutlery



Fix that name, Tree Brand, firmly in your mind. It is the high water mark in high-grade cutlery, and when you stop and think about it, what goods make a finer display, or pay a better profit, than a well selected assortment of Pocket Knives, Razors, Shears and Scissors? But be careful in buying—just as "A tree is known by its fruit," so is a Boker Knife known by its CUT. The QUALITY that makes customers, and holds them, is there. Boker Cutlery sells to everybody. Order now.

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

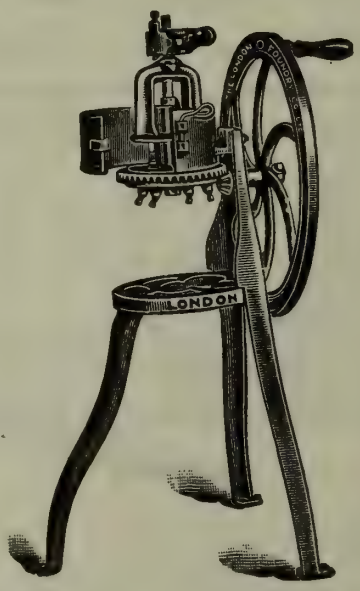
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

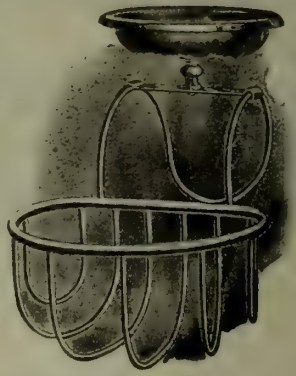
The Buffalo  **Mfg. Co.,**

Buffalo, N.Y.

Are You Carrying Our Attractive Lines

of

Water Filters and Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Tea and Bar Urns
Candlesticks
Cuspidors
Match Safes
Coal Vases and Hods
Crumb Trays, Etc.



and

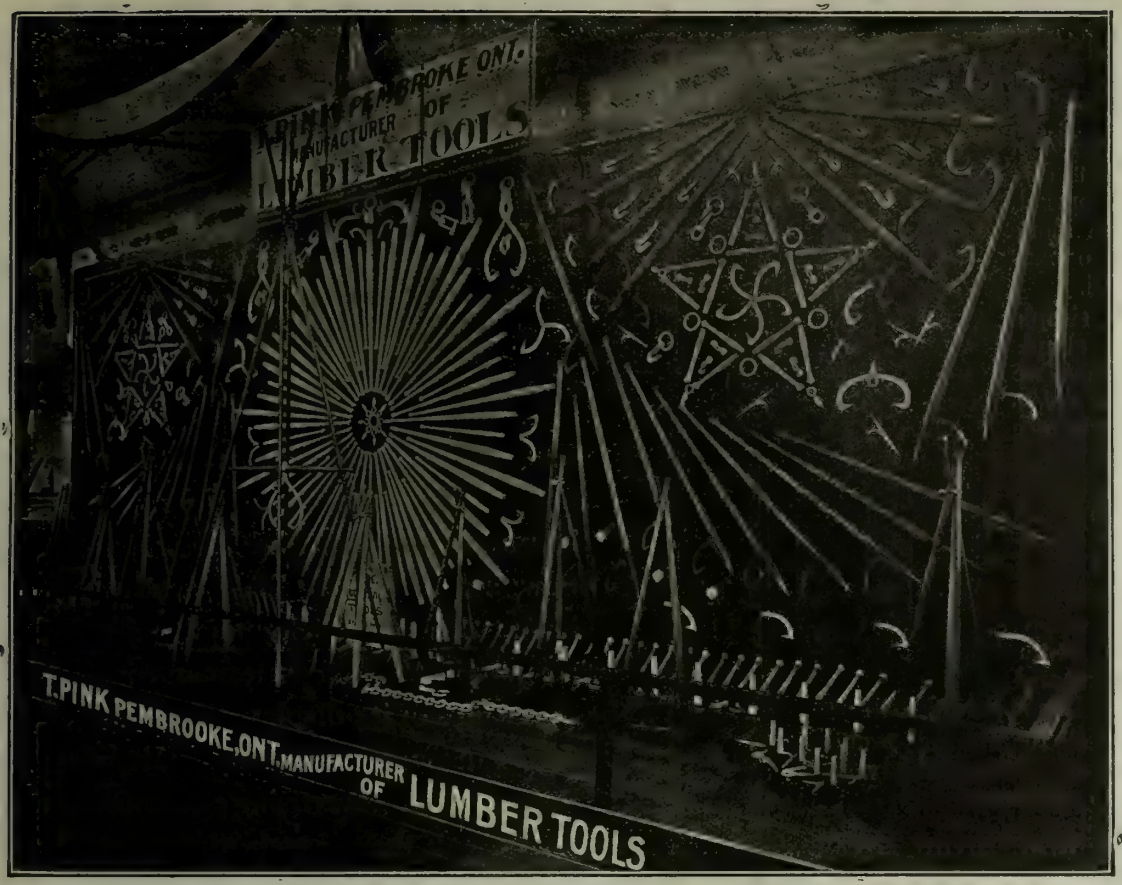
BATHROOM FIXTURES?

All are High-Grade and Splendid Sellers

H. F. McINTOSH & CO. (Agents)

28 Toronto Street, - TORONTO, ONT.

Write for Catalogue



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogu and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



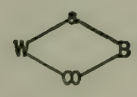
For Satisfactory Service

There are no twist drills that equal the

"W&B Diamond"

Made from selected Carbon Steel as well as Vanadium High Speed Steel and in all sizes and patterns.

Guaranteed to be absolutely accurate and of highest quality.



TRADE MARKS





The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Agents Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Now's the Time to Push

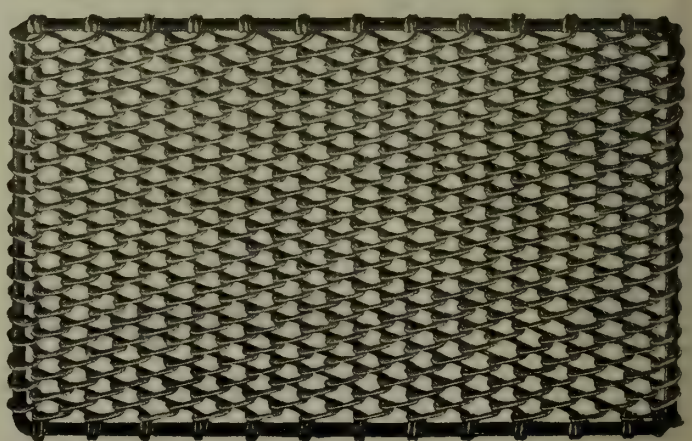
GREENING'S SIMPLEX

DOOR MAT

The slushy spring weather now due is the time of all times to feature Wire Door Mats. People now see the need. The weather itself, the wet sticky mud, is a strong aid to your salesmanship. Make use of it; display Greening mats in your window; feature them in your advertising; canvass the town; then watch the sales boom up. The Simplex and the Interlocked Wire Bordered are our moderate priced mats. Our Patent Reversible is the winner where the very best mat in the world is required. They give a lifetime of service.

Better write us for trade prices.

The B. Greening Wire Co.,
LIMITED
Hamilton, Montreal, Winnipeg.





COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

We make a great variety of special Planes. Among them are RABBET PLANES, FILLETSTER PLANES, DADO PLANES, MATCH PLANES, CHAMFER PLANES, and TONGUEING and GROOVING PLANES.

Only a few of these special Planes are shown here.

Send for a Catalogue containing complete description of these and other tools.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels, and, as fast as practicable, to these will be added other lines of tools shown in our Catalogue.

Address all communications to

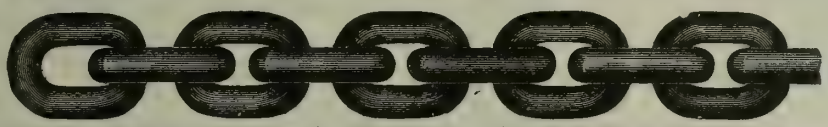
STANDARD THE WORLD OVER

Stanley Rule & Level Co.

New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



Write

R. McDougall Co., LIMITED

GALT, CANADA

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

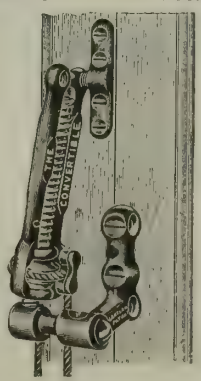
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON

⅜ screw 4/-

½ " 6/6

1795 BRASS

⅜ screw 5/6

½ " 8/6

1797 GUN METAL

⅜ screw 6/6

½ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

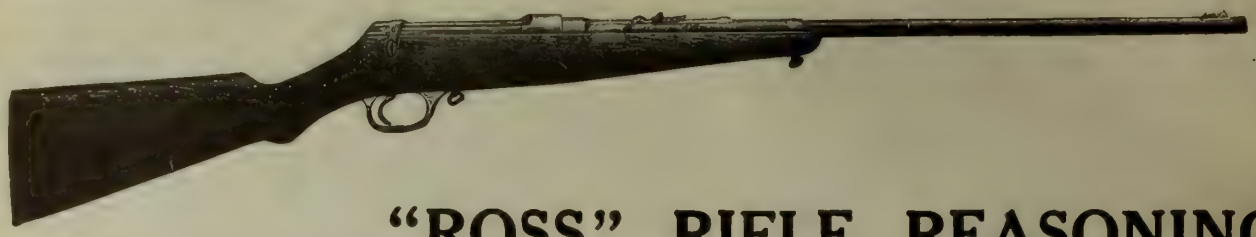
Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.



"ROSS" RIFLE REASONING



The "Ross" Sporting Rifle is cheaper than any imported rifle of equal quality. What sense is there paying the extra duty for another rifle, certainly no better and probably not so good as the "Ross" Rifle?

Dealers who can make this clear to their customers make more sales and help their customers to economize.

The fact that sales increased 80% **last year** shows that dealers are wide awake to the advantages of selling the Canadian Arm.

If your stock is low, increase it. If you are not handling "Ross" Rifles takes a leaf from the other dealers' book and order now.

$25.00 and Upwards

Write for Illustrated Catalogue

The Ross Rifle Company :: Quebec

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.



OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

UNIVERSAL RATCHET

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.



When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

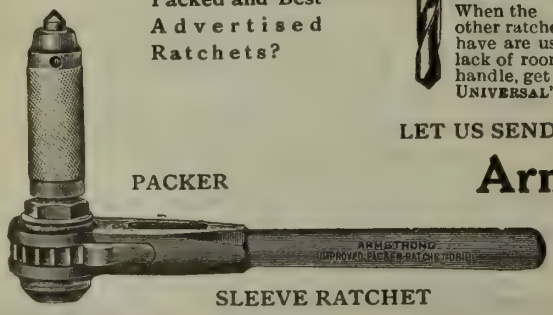
DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

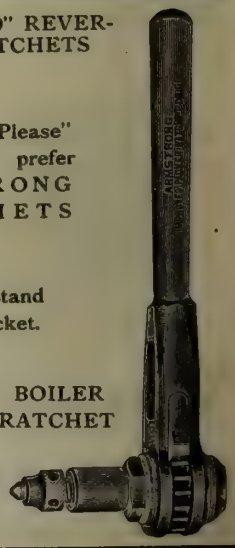
They stand the racket.

LET US SEND YOU A CATALOG



PACKER

SLEEVE RATCHET



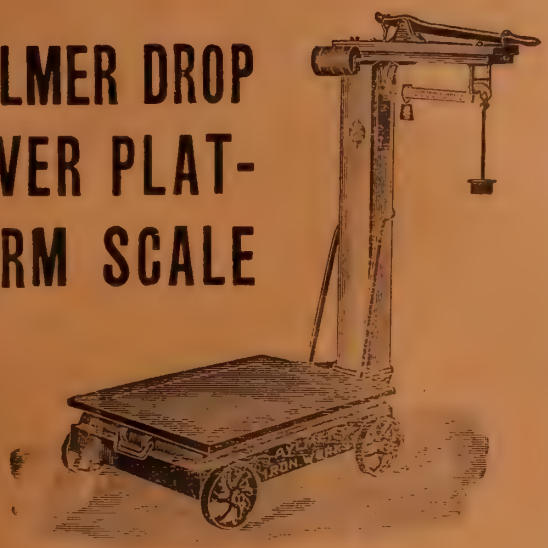
BOILER RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.

AYLMER DROP LEVER PLATFORM SCALE



Made in four sizes, 1200 to 2500 lbs. capacity.

These scales are compact, strong and well finished and have Jessop's finest Tool Steel Bearings throughout. They are absolutely correct and fully guaranteed.

Write for our Special Prices to the Trade

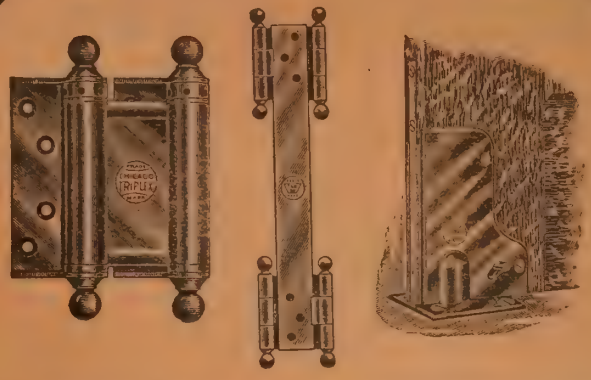
The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - - ONTARIO

Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

CHICAGO SPRING BUTTS



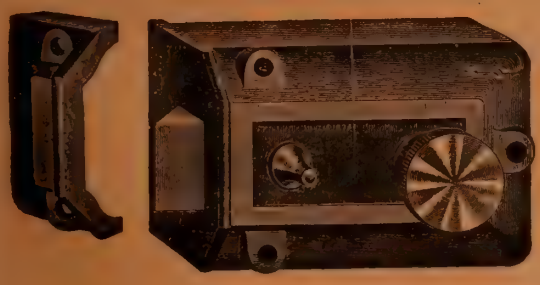
A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26





Cylinder Night Latch, No. 103

When Replenishing Your Stocks

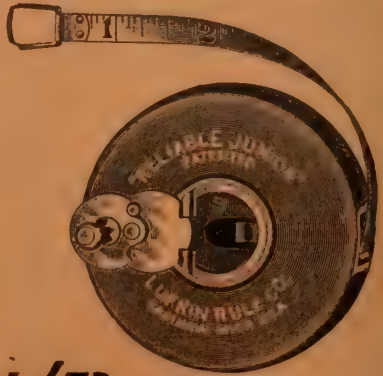
of rim and mortise locks and of inside store and front door sets, you will find a line for every requirement in our well-known goods.

Write for Prices To-day

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET ZINC

If you are in the market, write us.

We can name you lowest prices.

All usual gauges carried in stock at Montreal.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

Goods That Move



This describes the goods shown in our new catalog, copy of which is yours for the asking.

Carpet Beaters will be the call soon, send for the catalog and learn about our entire line of quick-selling profit-making wire goods

ANDREWS WIRE & IRON WORKS,
Rockford, Ill.

Andrews Wire Works of Canada,
Limited
WATFORD *ONTARIO*

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MARCH 18, 1911 NO. 11

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

For Sale by all the Leading Wholesale Houses

You May Forget the Price of
"Queen's Head"
Galvanized Iron

CANADA

But the excellent quality is not forgotten.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

35 YEARS' REPUTATION

as the most satisfactory Lawn Mower on this continent is a sufficient reason for you to stock and feature the

WOODYATT
LAWN MOWER

Well known among gardeners as a thoroughly satisfactory machine, and they will be found to be wonderfully free from liability to break down.

All parts made from very best material, wings being malleable iron and cylinder and lower knife Sheffield steel.

Our positive and unconditional guarantee back of every machine you sell.

The
"WOODYATT"



Taylor-Forbes Co., Ltd.
GUELPH, ONTARIO

Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal
H. G. Rogers, 53½ Dock Street, St. John, N.B.
W. A. Maclennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
Harry F. Moulden, Travellers' Bldg., Winnipeg, Man.
Canadian United Manufacturers Agency, London, Eng.

Index to Advertisers and Buyers' Guide Pages 52-54. Want ads. page 60

Culled from the Convention

Some Pithy Remarks, Applied to the GILLETTE.

"The majority of articles in a hardware stock are things that are not bought until they are actually needed. . . . . The quantity of new business which you can create is negligible."

The GILLETTE is the exception. It offers a field for your salesmanship, for *you can create new business in GILLETTES,* and sell them where they are not an immediate necessity.

"There is no attractive future for the local hardware merchant in the price-cutting field."

GILLETTE prices are protected. Your competitors cannot cut them—you need not.

"Hardware dealers are now urging manufacturers to establish re-sale prices on all their lines."

Re-sale prices on GILLETTES have been fixed from the start. They have always offered to every retailer a good and protected profit.

"The traveling man has it in his power to be of great assistance to the retailer."

GILLETTE salesmen consider it a part of their duty, as well as their pleasure, to share with every retailer who wants it, the benefit of the information and the suggestions which they are continually picking up. Let them help you.

"If I were a retailer I would make the manufacturer's printed matter work for me, and I would get the reputation of being headquarters for the newest and best products of the best manufacturers."

Is your store the GILLETTE headquarters? Are the signs, cards and folders we've sent you working for you to the best advantage?

"We are pushing the slogan of 'Made in Canada!'"

The correctness of this principle is recognized by all Canadians. The GILLETTE is "Made in Canada." What other razor do you sell of which this is true?



The Gillette Safety Razor Co. of Canada, Limited

Office and Factory: 63 St. Alexander Street, MONTREAL

Offices in NEW YORK (Times Building), CHICAGO (Stock Exchange Building), LONDON, ENGLAND, and SHANGHAI, CHINA

Factories in Montreal, Boston, Leicester, Berlin and Paris

This Mark stamped into the Blanks we make protects the user.

STAR LANDSIDE POINT

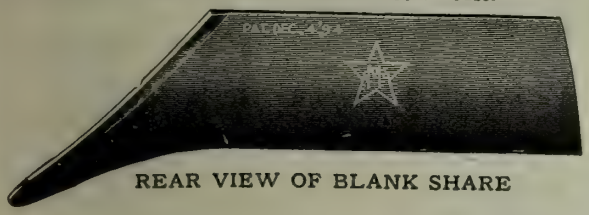


STAR PLOW POINTS



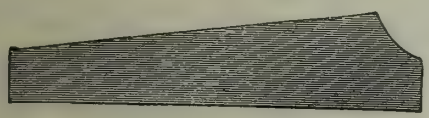
ALL WELL-EQUIPPED CANADIAN

BLACKSMITH SUPPLY HOUSES at every Wholesale Centre carry them. Write to YOURS for prices, or write to us for descriptive booklet and name of your nearest supply house.



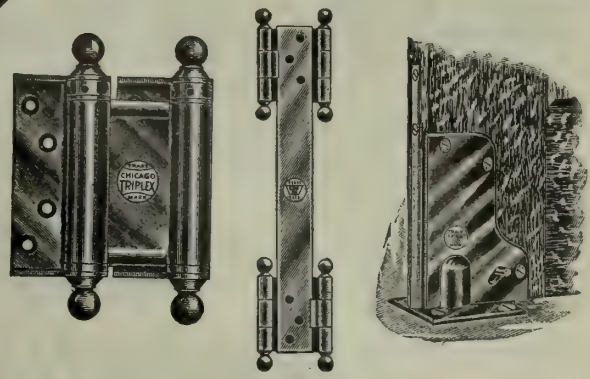
REAR VIEW OF BLANK SHARE

STAR LANDSIDE PLATE



STAR MFG. CO., Carpentersville, Ill., U.S.A.

CHICAGO SPRING BUTTS



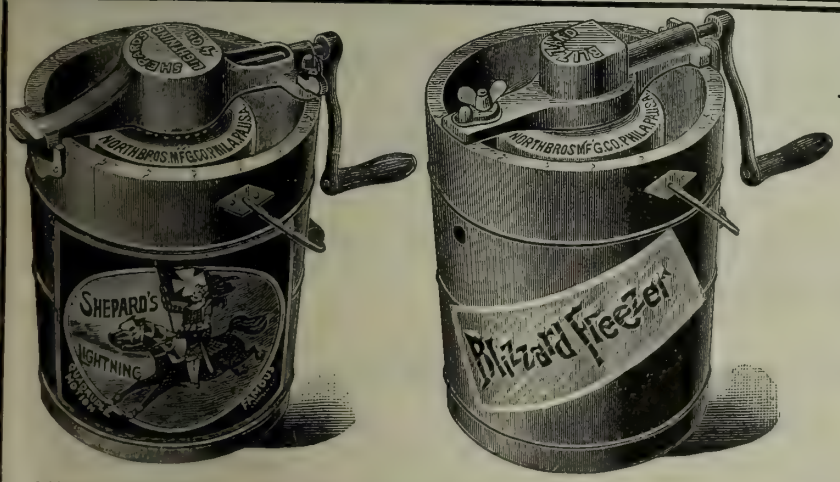
A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO TRADE C S B CO MARK **NEW YORK**

Send for Catalogue M 26



A Clean Record

of 25 Years' SATISFACTORY SERVICE is the History of the

GEM, BLIZZARD and LIGHTNING FREEZERS

They comprise a line of long established standard Freezers, and need no annual introduction to rob you of your time and profit; but are in demand, easily sold and stay sold. They represent the very best that can be put into Freezer construction. They run easily, freeze quickly and economically and produce highly satisfactory results.



They Bring Trade and Help You Keep it
Place Your Order Now for Future Shipment
Your Jobber Handles Them

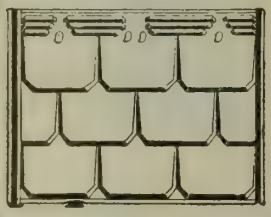
NORTH BROS. MFG. CO.

Philadelphia, Pa.

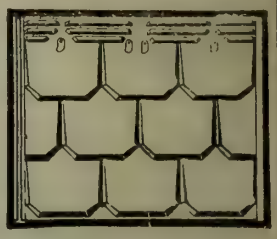


The permanent roofing is the one to sell

You cannot afford to speculate with roofing sales. One faulty, leaky roof may lose your best customers. Sell roofing you **know** will give absolute satisfaction --roofing that will be in perfect condition 25 years from now.



"EASTLAKE" Metallic Shingles



make a **permanent, waterproof** roof. You can guarantee them. **Actual test has proven their quality.** Roofs covered with "Eastlake" 25 years ago are in perfect condition. These goods insure profit and reputation - the **only** goods it pays to handle.

Send us measurements of roofs for complete estimates. Write for illustrated price list No. 4. It will help you make sales.

Manufacturers of "Metallic" Building Materials

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2405

OUR SAP PAILS and SPOUTS

ARE POPULAR SELLERS EVERYWHERE

Extra Deep and Straight



6, 8 and 12 Quart

Let us know your requirements for the season.
Prompt shipment guaranteed.

ALL SAP BUCKETS PUNCHED UNLESS OTHERWISE ORDERED

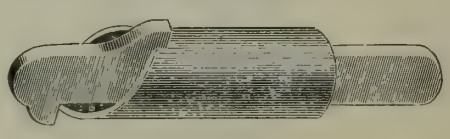
PRICES ON APPLICATION

Flaring



6 and 10 Quart

E. T. Sap Spouts—Retinned



Maple Leaf Sap Spouts—Steel Japanned



THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

An Assortment of

Fishing Tackle

doesn't mean carrying a few Bamboo Poles, Two or Three Styles of Hooks, a few dozen cheap Lines, a dozen or so Floats, and a Sinker or Two. That kind of stock will supply little Johnny or old uncle Pete, but it won't do for the up-to-date Nimrod—The Fellow who "buys."

To be in a position to attract this trade—and it's a Big, Profitable Trade—your line must comprise a goodly assortment of such goods as Expert Fishermen and lovers of the sport expect to find in a Line of Fishing Tackle.

Establish your store a Sporting Goods Headquarters for your locality.



A Good Line of Fishing Tackle will help hold up the profits.

There's a Big Business for You

If you will ***stock*** and ***display*** and ***advertise*** Good LineofFly Rods—Bait Casting Rods—Steel Rods—Combination Rods—Several Styles and Grades of Reels -Braided Silk Lines—Oiled and Enamelled Silk Lines—Gut Leaders and Traces—Gut Hooks—Trout Flies—Bass Flies—Dowagiac, Harkauf and K. & K. Minnows—Fluted Baits—Spoon Baits—Spinners—Treble Hooks—Minnow Buckets—Fish Baskets—Minnow Traps, Landing Nets—Seines—Fly Books—Rod Mountings, etc., etc.

Get Yourself in Line for the Profits to be Made This Spring on Fishing Tackle.

You Will Find Everything You Need in our Catalogue No. 45.

Write Us At Once.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

Book Your Orders

FOR

Spring Goods Now

Poultry Netting **Garden Tools** **Wire Fencing and**

All Kinds of Hardware Suitable

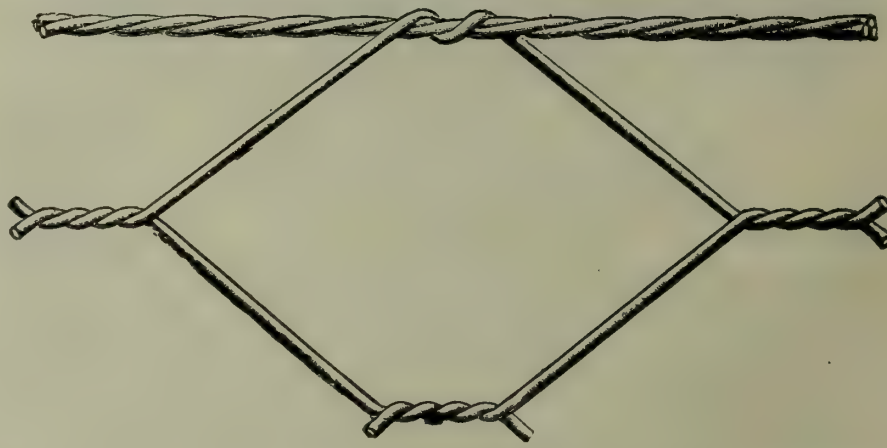
Buy Where You Get Good Values

FOR THE **Spring Trade**

Will soon be in great demand.

Buy Where You Receive Prompt Shipments

The Earlier You Display



The Greater Your Sales

POULTRY NETTING.

Insist on getting your Spring Goods early and avoid losing easy sales.

ORDER NOW. Increase your sales by having goods in stock. ORDER NOW.

We Ship Promptly. **Write for Prices.** **We Ship Promptly.**

FROTHINGHAM & WORKMAN, Limited

F. & W.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F. & W.

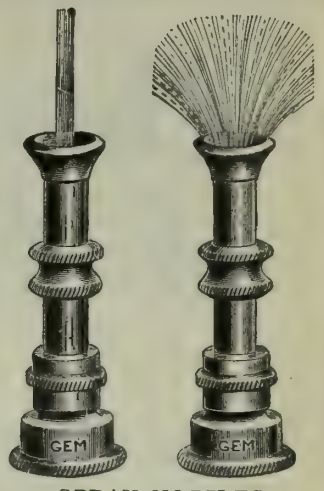
LAWN SUPPLIES



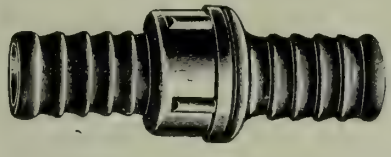
SPRINKLERS No. 115



DAISY NOZZLES—SOLID STREAM OR SPRAY



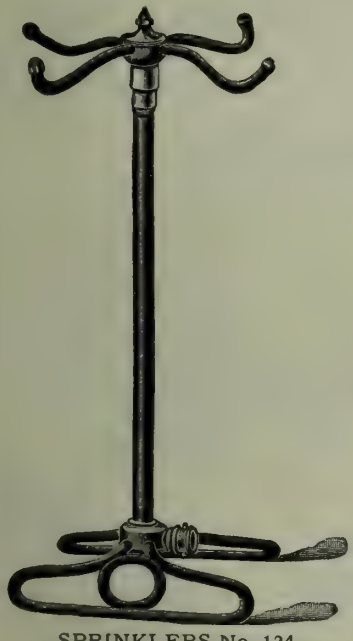
SPRAY NOZZLES
THE GEM



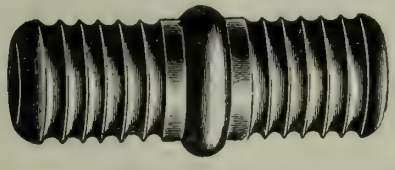
BRASS HOSE COUPLINGS
Carefully reamed out to take all kinds of Nozzles.



"RING" SPRINKLER
All brass. Throws fine even spray.



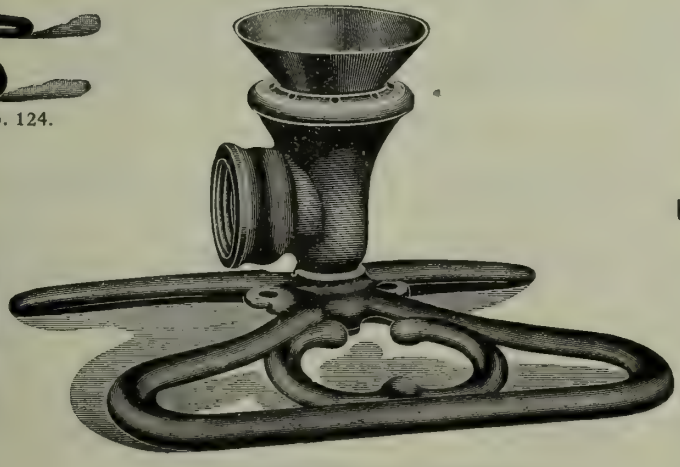
SPRINKLERS No. 124.



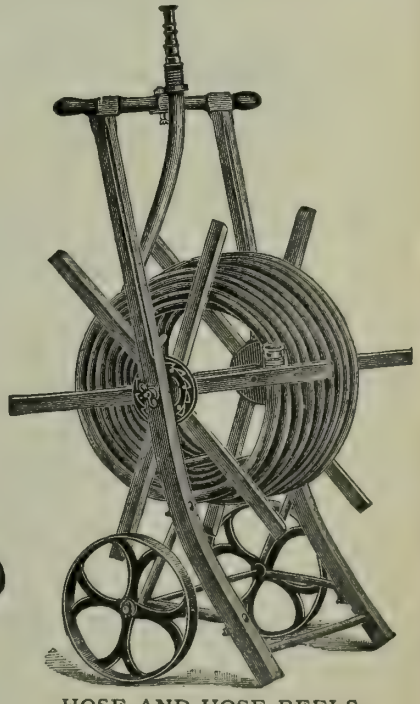
HOSE MENDERS



HOSE CLAMPS
All Sizes.



RAINBOW SPRINKLER ON SLED
Only $4.15 per dozen.



HOSE AND HOSE REELS

Caverhill Learmont & Co

MONTREAL and WINNIPEG

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

PRODUCERS OF

Bar Iron, Bar Steel,
Bands, Angles, Sleigh Shoe and Tire Steel.

Wrought Pipe,
Merchant, Black and Galvanized.

Wood Screws, Machine Screws,
Stove Bolts, Tire Bolts, Rivets and Burrs,
Wire and Wire Nails,
Horse Shoes, Horse Nails,
Bright Wire Goods,
Wire Fencing, Washers, Tacks, Spikes.

HEAD OFFICE: **HAMILTON, CANADA**

GRAHAM NAILS

"The world generally," says Lord Macaulay, "gives its admiration not to the man who does what nobody ever attempts to do, but to the man who does best what others do well."



Graham Nails have developed a reputation for quality and finish that puts them in a class by themselves. And as the demand last year was considerably larger than the output it is easy to see the wisdom of ordering well ahead.

Our reason for advertising them is to associate the Howland business with the best selling lines. The more you catch that impression the better it will be for trade generally.

Write us your requirements. We give special attention to all Letter Orders.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

CRESCENT BRAND

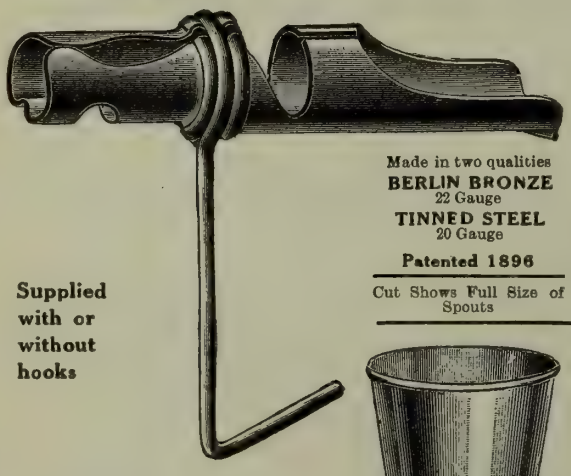
BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

"EUREKA" Steel Sap Spouts



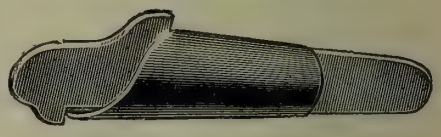
Made in two qualities
BERLIN BRONZE
22 Gauge
TINNED STEEL
20 Gauge
Patented 1896

Cut Shows Full Size of Spouts

Supplied with or without hooks

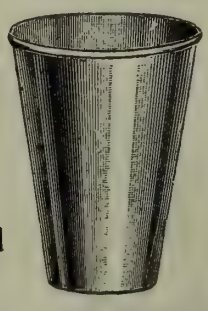
A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

"IMPERIAL"
TAPERED



Made from heavy tinned sheets, especially adapted for covered sap buckets.

Prompt Shipment Guaranteed

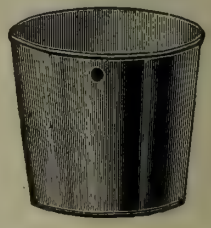


Sap Pails

Long Pattern—In 5 sizes, from 4 to 12 quarts.

Western Pattern — In 2 sizes, 6 and 10 quarts.

WRITE FOR PRICES



THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

Disston Chromol Hack Saw Blades.



FOR Metal Cutting, no saw is superior to the Disston Chromol Hack Saw Blade.

It is made throughout of Chromol Steel.

The teeth are milled in, making them clean, sharp and giving the greatest possible strength.

Hardened by our special process.

Taking the Chromol Saw day in and day out, we guarantee it will do more satisfactory work than any other hack saw on the market.

Made under the DISSTON Brand only.

HENRY DISSTON & SONS

INCORPORATED

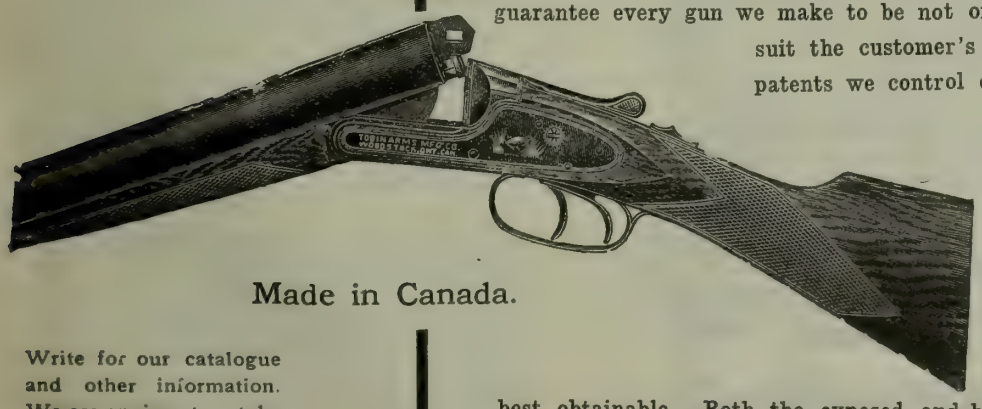
Keystone Saw, Tool, Steel and File Works, - PHILADELPHIA, PA.

Canadian Works:—FRASER AVE., TORONTO, ONT.

It is Easy To Sell The Tobin Gun

Tobin Simplex Guns

Its fine finish and simple, complete construction give it first place. Every Tobin Gun is built to sell another. Introduce it to your customers. We guarantee every gun we make to be not only perfect in workmanship, but to suit the customer's idea of what a gun should be. The patents we control enable us to make a gun simple in construction, and, while not departing radically from what is recognized to be essential in the hammerless type of gun, it possesses new and exclusive features.



Made in Canada.

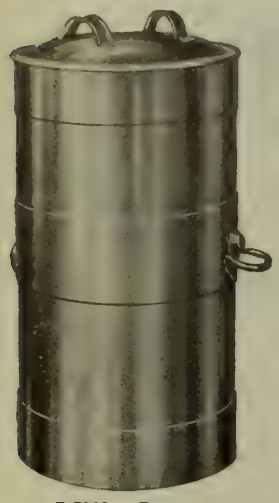
The material from which the Tobin Gun is made is the very best obtainable. Both the exposed and hidden parts of the gun are fashioned with the utmost care, which makes the Tobin Gun not only a good gun, but also a good-looking gun.

Write for our catalogue and other information. We are anxious to establish connections with dealers everywhere.

Tobin Arms Manufacturing Co., Limited

Woodstock, Ontario

Made-up Cans or Trimmings



Milk Cans

We can supply made-up:

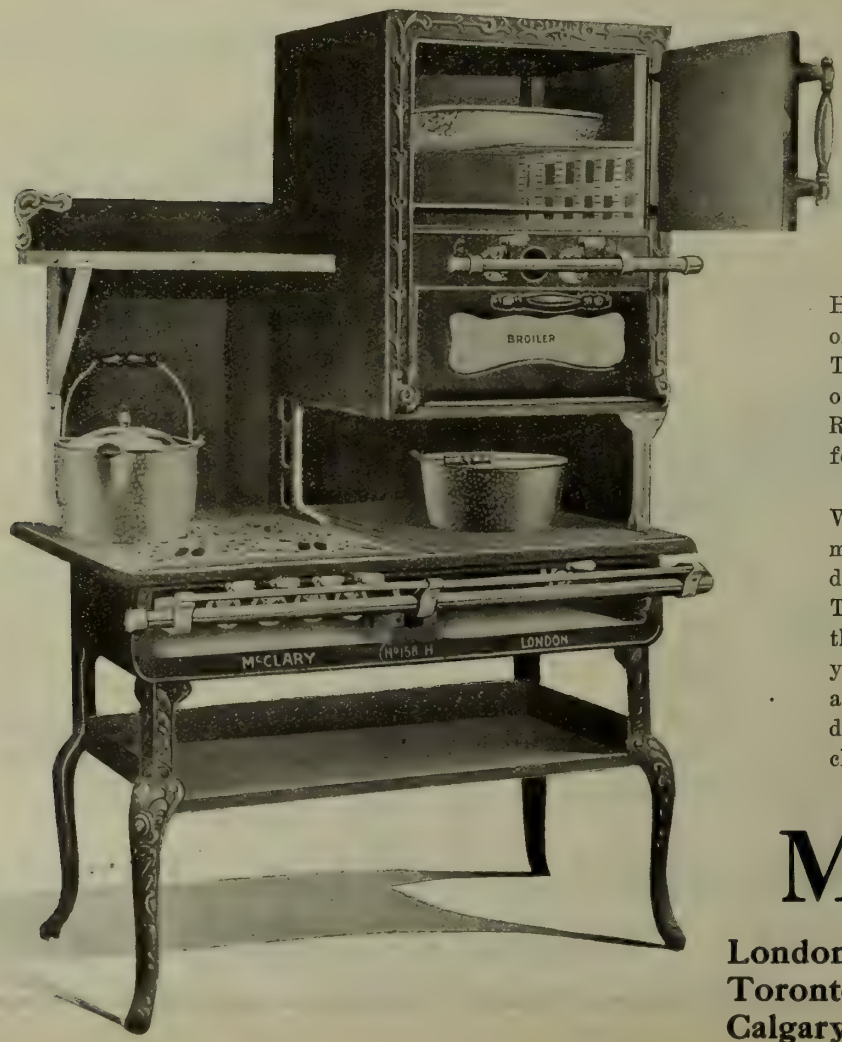
Milk Cans
Cream Cans
Creamery Cans
Railroad or Delivery Cans
"Samson" Hand Delivery Cans

and moreover we can supply any trimmings required for these cans. We carry a heavy stock of tinned sheets all sizes and gauges.



Style F, with Steel Handles

Have you received a copy of our "Samson" Milk Can Booklet just issued?



McClary Gas Ranges

Here we show an illustration of style 1584 Gas Range.
This just gives you an inkling of the improvements in the Gas Range line that we have in store for you this season.

We have spared no expense to make our line the best and most desired on the market.
The attractive appearance of the McClary line of Ranges this year, aside from such features as simplicity of operation and durability of construction, will clinch a sale.

McClary's

London Montreal Winnipeg
Toronto Hamilton St. John
Calgary Vancouver Saskatoon

The Canada Glue Co., Limited

OF

Brantford, Toronto, Montreal and Vancouver

The Largest Makers of

Glue and Gelatine

under the British Flag

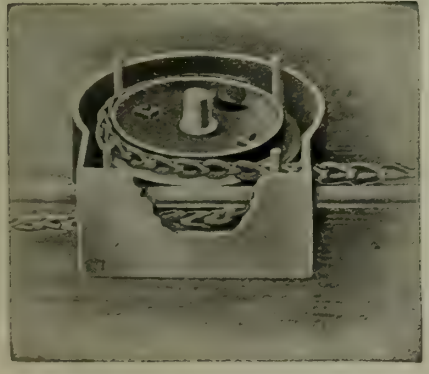
Can Supply any Quality in any Quantity.

SILENT AND SAFE

The NOISELESS Gearless

Simplest, Lightest and **Easiest Running** Dolley type Washing Machine yet produced. It's had the **"Third Degree"** for several years and carries the **Healthy Sign of Steadily Increasing Sales.**

No useless "Fixings" about it. **Just a simple Mechanical principle worked out to perfection.** A glance at its **patented** mechanism **shows its strength** and **simplicity.** Notice the **absence** of **cogs, springs and finger catchers.**



The tub has all the **exclusive features** peculiar to our products. The visible and invisible parts are equally well made and **every machine is built to sell another.**

Eastern Agents:
W. L. Haldimand & Son
Montreal
Western Agent:
Harry F. Moulden,
Winnipeg



CUMMER-DOWSWELL, Limited, Makers, **Hamilton, Ont.**



VICTOR TRAPS

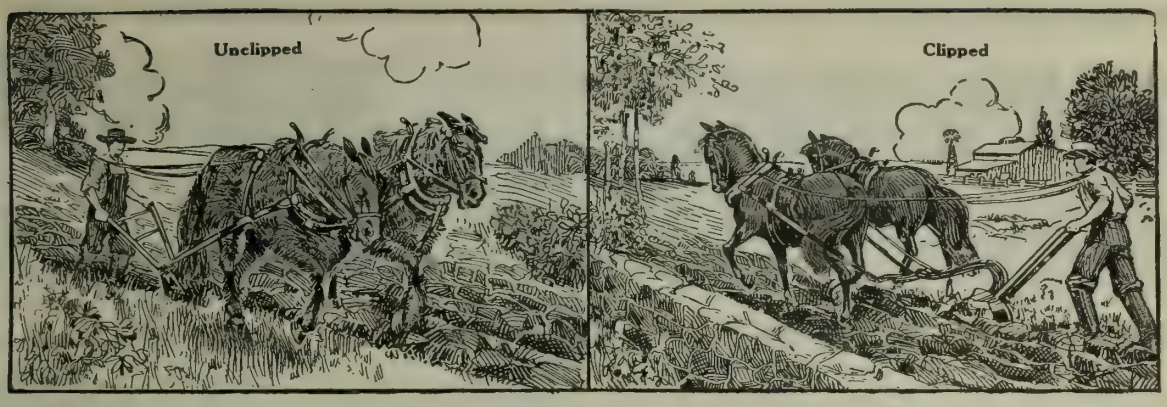
BEWARE of unknown traps. An unreliable trap jeopardizes your trade, for a trap is valueless if not a perfect machine. Victor Traps will not lose fur—they are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper.

ONEIDA COMMUNITY, LTD., Niagara Falls, Ont.

Also makers of Newhouse, Hawley & Norton, and Oneida Jump Traps.

See the V





These pictures show why you can sell the Stewart Ball Bearing Horse Clipping Machine to every man who owns horses

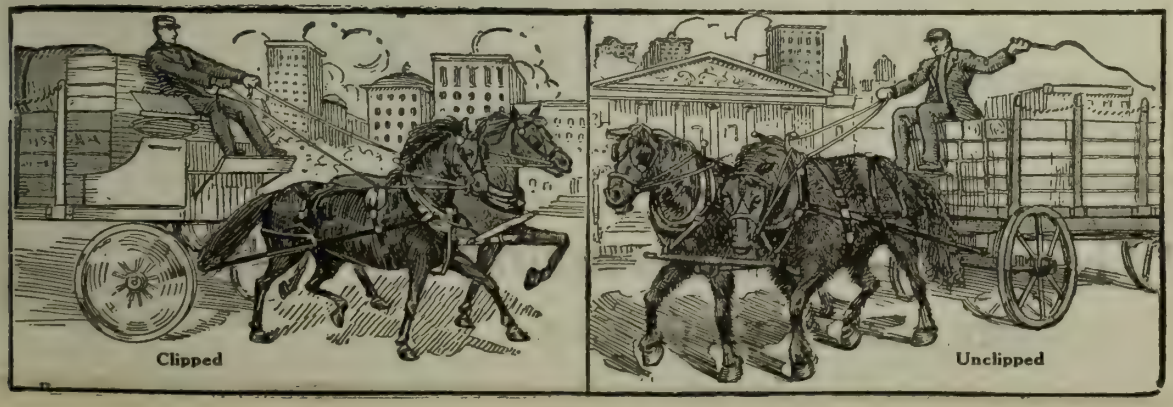


Clipped horses not only have a better appearance, but they are full of life and vigor, they dry off quickly, rest well, and do more and better work. This splendid machine, with file hard, cut steel gears, six feet of new style, easy running flexible shaft and the celebrated Stewart single tension nut clipping knife—highest grade. Retails in Canada at only **$9.75**

There is a good profit in every sale for the dealer — ***All the principal jobbing houses of Canada carry it in stock***

It is time now to get them on your floor for spring trade. Ask your jobber. Write for complete 1911 catalogue.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 Ontario St., CHICAGO



TIN 60c. NOT YET BUT SOON IS PREDICTED





USERS OF "GENUINE" BABBITT

Are Confronted With a Serious Condition

WHY STAND FOR IT? MAGNOLIA METAL

Will sail rings around "Genuine" Babbitt at about half the cost per pound, and then save probably as much more in the reduction of frictional resistance, in longer wear, less fuel, less oil, less liability to squash or "shutdown" and less rebabbitting.

Engineers using Magnolia can spend their evenings at home and read the papers during the day.

Sounds Like Bragging, and It Is.

We have a right to brag, for we merely reflect the enthusiasm and high opinion of Engineers and great scientists and governments and others in all parts of the world, and we don't believe in hiding our light under a bushel.

Now is the time of times to test Magnolia on the bearings where you believe that only "Genuine" Babbitt will work.

It is an erroneous idea that Magnolia is a soft bearing metal. Magnolia will withstand 19% greater pressure than "Genuine," and as we have frequently pointed out, it is frictional heat that causes squashing, to which "Genuine" is very susceptible and Magnolia exceptionally immune, because possessing the lowest co-efficient of friction of any known metal with all of its co-related virtues and economies.

Please watch out for our ad., which will shortly appear, showing a remarkable test of Magnolia Metal by the United States Government, using WATER as a lubricant. It is an eye opener.

DON'T HESITATE, ORDER MAGNOLIA METAL NOW

Special Offer---Practical Engineer Pocket Book

containing 680 pages, treating on over 2000 Engineering and Mechanical subjects brought up-to-date. We offer this valuable reference work at the very low price of 40c. post paid.

Address MONTREAL OFFICE.

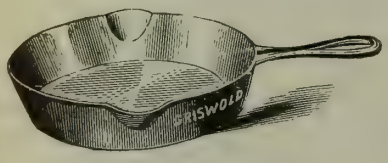
SOLD BY LEADING DEALERS EVERYWHERE

OR BY

MAGNOLIA METAL CO.

225 St. Ambroise St. - Montreal

NEW YORK CHICAGO



Griswold Specialties in Kitchen Equipment

GRISWOLD

LINES THAT SELL WELL

Among our Lines

CAST ALUMINUM HOLLOW-WARE
WAFFLE IRONS
FOOD CHOPPERS
GAS STOVES AND RANGES, Etc.

A quick popularity follows the introduction of the GRISWOLD lines. There's an extra quality in the metal which means wear, an unusual finish that makes them easy to keep clean, a more than ordinary adaptability to their uses that make them handy and lightens work.

Our Cross hardware has become the mark of quality

The Griswold Manufacturing Co.

ERIE, PENNSYLVANIA, U.S.A.





Partial view of Trinidad Lake. The dark spots are asphalt; the streams are water on the surface.

Sell Satisfactory Roofing

The dealer who stocks roofing merely on its looks has got "in wrong" all around.
He is not only fooled himself but he is fooling his customers, who will find it out before very long.
You can't go by looks—so many roofings **look** just about alike.
You want to know what the roofing is made of, and be sure it is going to last.

Genasco

the Trinidad-Lake-Asphalt Roofing

is made of nature's everlasting waterproofer. **Natural** asphalt is the only kind that makes roofing permanently **waterproof.** So called asphalts made from the residue of other products lack lasting life; same way with coal-tar, "**special composition**" and similar roofings.

Be on the safe side. Sell Genasco, and make sure of your customer's satisfaction, good-will, and continued patronage.

Genasco also has the **Kant-leak Kleet**—the most effective method of waterproofing seams without cement. **Prevents nail-leaks, curling and buckling.**

Ask your jobber for Genasco with Kant-leak Kleets packed in the roll.

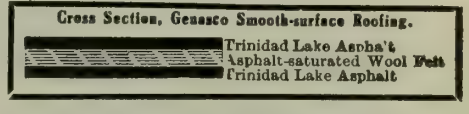
GENASCO
THE STANDARD OF EXCELLENCE
TRADE MARK REG. U.S. PAT. OFF.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago



Caverhill, Learmont & Company, Montreal

D. H. Howden & Co., Limited, 200 York St., London, Ont.

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout



The "CHRISTY" Safety Razor Outfit.

Quick Action, Good, Clean and Easy Shave

RETAILS
AT
$1.50

COMPLETE WITH
SIX SHEFFIELD
STEEL BLADES,
STROP HOLDER,
AND STROP

Prices and discounts on application.

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

Pflueger's Celebrated Fishing Tackle

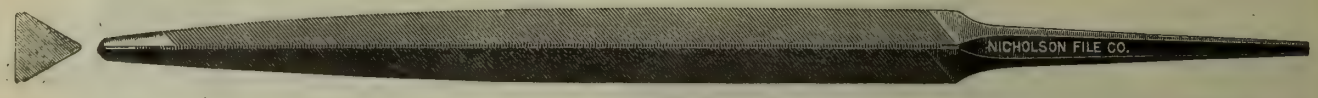
has stood the test for over a quarter of a century.



THE ENTERPRISE MFG. CO.
AKRON, OHIO. U. S. A
EXCLUSIVELY MANUFACTURERS

Write us for **Large Illustrated Catalogue** free to all Dealers in Fishing Tackle.

There is a Nicholson-made File for every filing purpose



Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made Files are:

"American" "Arcade" "Great Western" "Globe"
"Eagle" "McLellan" "H & F" "J. B. Smith"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**

MR. HARDWAREMAN

WE KNOW ALL ABOUT BABBITS

BE ADVISED

HAVE NO DOUBTS

OUR MOST POPULAR SELLER



THE COPPER COATED CAKE.

Buy
Harris Heavy Pressure
and Get the
Good Repeat Orders.

Our doubts are traitors,
And make us lose the good we oft might win,
By fearing to attempt.
—*Measure for Measure.*

Engineers Specify
Harris Heavy Pressure
It Flows Freely,
Wears Well and Long

WRITE FOR BOOKLET.

We are specialists in Babbit Metals.

We are proud of our manufactures.

We guarantee every pound.

FACTS ABOUT BABBIT.

The CANADA METAL CO., LTD., TORONTO

Why You Should Feature

WONDER-SHINE

We are telling your customers about **WONDER-SHINE**, the new silver cleaner. We are making **WONDER-SHINE** popular and popular goods mean quick sales and good profits. $10,000 is being spent in advertising this specialty. Striking posters on the bill-boards during the past month showing what **WONDER-SHINE** will do.

Carefully planned advertisements in the daily press tell all about the **WONDER-SHINE** way of cleaning silver.

How **WONDER-SHINE** cleans without rubbing, without dust, muss or hard work.



Make **WONDER-SHINE** a leader with you.

Every sale means splendid profits and a delighted, permanent customer.

WONDER-SHINE is guaranteed by the manufacturers absolutely non-injurious to silver, gold, hands or clothing. It contains no acids.

Each three dozen case contains three attractive display boxes. Place one box in the window and keep one always on the counter. Send us a trial order for three dozen to-day.

Household Convenience Co., Ltd., Toronto, Ontario

Agents for Quebec and Maritime Provinces:
Smith Hardware Co., 213 Lemoine St., Montreal

Agents for Manitoba and Saskatchewan:
Daw & Wyssman Co., 67 Merchants Bank Bldg., Winnipeg

Agents for Alberta and British Columbia: Donnelly, Watson & Brown, Limited, Calgary, Alta.

D 58

Think Over This Metal Ceiling Matter

how we bring trade right into your store.

Our big advertising campaign for 1911 will bring us many inquiries from people who would buy from you if you had the Preston Steel Ceiling agency. Such inquiries we promptly turn over to our local representative.

■

Thus, you see, we do not rest content when we have advertised our goods to your community. We see to it that possible buyers---and everybody who owns a house or store is a possible buyer---are brought right into contact with the dealer.

■

And we give our dealers every possible help when the sale is a prospect.

■

You are the logical distributor of metal ceilings in your locality. The profit is good, and we make the selling easy. Get ready NOW for the business.

Offer Your Trade Choice of Over Eleven Hundred NEW Designs

how we make sure no one can outclass you.

We keep our assortment of designs right up to date. We now have over 1,100 patterns, every one a quick seller.

■

And, at our big factories at Preston and Montreal, we carry a stock ready to ship that is big enough to assure prompt filling of every order. Thus our dealers never suffer from delays on our part.

■

Thus we add to the value our advertising help gives you. For you can be sure of satisfying your customer once we have landed him for you. He will get what he wants when he wants it.

■

You will get an attractive proposition on prices and terms, if you will write us and ask questions. You will then see why you certainly should include Preston Steel Ceilings in your regular selling. Ask NOW.

PRESTON STEEL CEILINGS

The Metal Shingle and Siding Company, Limited

PRESTON, ONTARIO. - - Branch Office and Factory at Montreal

UMC

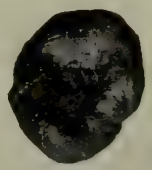
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET
(Before Firing)



HOLLOW POINT BULLET
(After Firing)



SOLID BULLET
(Before Firing)



SOLID BULLET
(After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless
.22 Long Rifle Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black.
25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

UMC and Remington—the perfect shooting combination

The Union Metallic Cartridge Company
Bridgeport, Conn.

The Remington Arms Company
Ilion, N. Y.

Agency, 299 Broadway, New York City

Same Ownership, Same Management, Same Standard of Quality.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

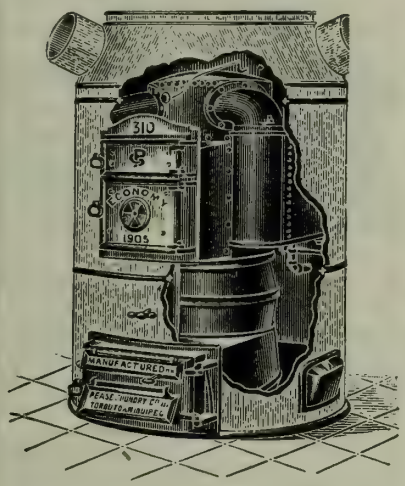
43 EXCHANGE PLACE

NEW YORK CITY

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.



USE CUTS For Your Ads.

There is nothing nearly so effective in advertising as cuts. We know it and all good advertisers know it.

Stanley Mills & Co. have thousands of small and medium size cuts for sale at a very low price, about one-third of their real value. They are cuts which have been slightly used, but for all purposes are as good as ever. No two cuts alike and therefore we have no catalogue of them.

To facilitate ordering, we have grouped them about as follows---order by number:

No. 1—MIXED HARDWARE
2—CARPENTERS' TOOLS
3—BLACKSMITHS' TOOLS
4—BUILDERS' HARDWARE
5—HAYING TOOLS
6—FARM IMPLEMENTS
7—FARM PUMPS
8—HARNESS AND PARTS
9—FARMERS' TOOLS
10—STABLE SUPPLIES
11—RIDING SADDLES
12—WASHERS AND WRINGERS
13—HOUSEHOLD HARDWARE
14—CUTLERY
15—SPORTING GOODS
16—TINWARE, GRANITEWARE
17—MUSICAL INSTRUMENTS
18—STATIONERY
19—TOYS
20—WATCHES, JEWELRY
21—MEN'S FURNISHINGS
22—DRY GOODS
23—BOOTS AND SHOES
24—SMALL NOTIONS

When no number is given we will send mixed cuts. Our terms are Cash With the Order. Hardware dealers would do well to order promptly. To have these cuts made would cost twice or three times the price we ask for them.

When we cannot supply a fairly good assortment of the group you want we will make up the balance in mixed hardware cuts.

The price is as follows:

25 Cuts for $4.00
50 Cuts for $7.50
100 Cuts for $12.50

No Cuts exchanged.

Stanley Mills & Co.

HAMILTON, ONTARIO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BRASS SIGNS AND STENCILS.

The Mayo-Brown Mfg. Co.
124 McNab St. North, Hamilton, Ontario

Brass Signs and Stencils, Steel Stamping Tools of every description. Embossed Metal Goods Checks, Corporation, Notary, and Lodge Seals, Steel Stamps of every description, Carriage, Machine and Name Plates.
Agents wanted in each locality.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GRAY IRON CHAPLETS

All sizes, plain, coppered and tinned.
¼ inch to 2 inches.
Sold by all Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

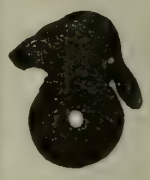
CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

"Sprayers"

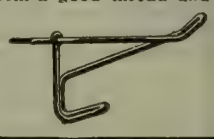
Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue.

Manufactured by
THE COLLINS MFG. CO. - TORONTO

HOOKS.

Ask your jobber for Gold Coin Wire Hat & Coat Hooks, the kind with a good thread and point, made by automatic machinery.

Send for Sample to



JAMES & REID, Sole Mfrs.
Perth - - Ont.

IRON AND STEEL.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

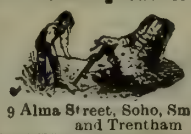
MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MONKEY JACKS.

Trewhella Bros.' Australian Monkey Jacks
For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable ex editions. A necessary tool for every farmer.

Trewhella Bros.
9 Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham Victoria, Australia

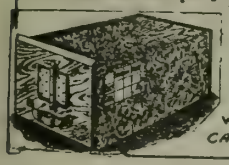
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the

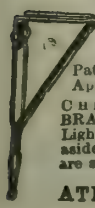
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can b Patented April, 1889 NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

TOOLS.



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. **Saves all forging 70% Grinding; 90 % tool steel.** Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U. S. A.





Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

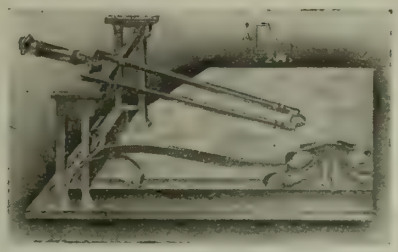
Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL

The
Condensed Ads.
on page 56
will interest you

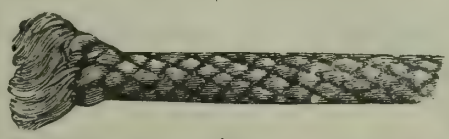


CHARLES LINDSAY,
Rumford Works, 33 Great Hamilton Street,
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. WRITE FOR CATALOG.

Canadian Representative---H. L. SOPER,
469 Margueretta Street, - - TORONTO

Look for the Name
MYERS
Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.
F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



HERCULES
Sash Cord

Buy the Best.
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
For Sale by all Wholesale Dealers



The "INFALLIBLE" GLAZIER'S DIAMOND
Just the Tool for inexperienced Glass Cutters

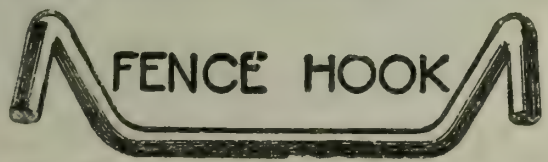
MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



The Western Wire and Nail Limited, Co., London Ont.

WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Roadway, Near Queen Street - - - TORONTO

Modern Lavatories



No. 806.—High Back "Victorian" Lavatory

The **"Victorian"** Semi-Porcelain Lavatory here illustrated represents the most up-to-date sanitary fixture of the kind. It's like a piece of table chinaware, made durable, and very strong for bathroom and lavatory requirements.

All corners rounded off and decorative mouldings dispensed with, ensuring highest hygienic qualities and perfection in design.

These Goods are Fully Guaranteed Not to Craze

Made in an assortment of sizes for side-wall or corner. If you want the latest thing out, ask for the **"Victorian."**

The Jas. Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

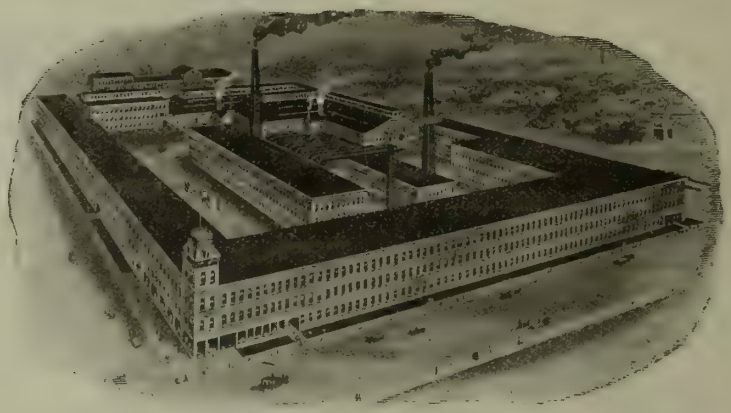
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO
and
MONTREAL



WHERE "JEWELS" ARE MADE

WINNIPEG
and
VANCOUVER

To the Western Trade:—We are now carrying a complete stock of STOVES, SCALES, FURNACES, CURRY COMBS and HARDWARE SPECIALTIES at Winnipeg and are prepared to fill all orders promptly. Correspondence addressed to us at Winnipeg will be promptly looked after. Our goods have always been popular with the Western Trade and our aim is to make them even more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.

Are You Buying Right?

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





Maxwell's Latest is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

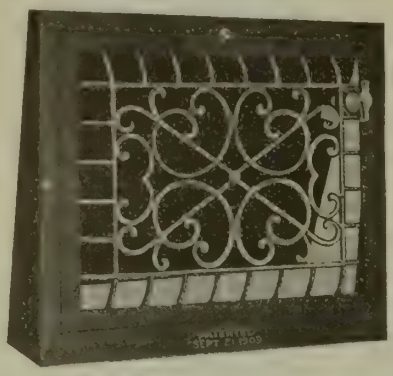
which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland



BREAST DRILLS

There is MORE REAL SERVICEABLE VALUE in a GOODELL-PRATT BREAST DRILL than you can offer your customers in any other line.

We invite comparison of our mechanical features, excellence of workmanship, niceness of fitting and durability of finish.

With Goodell-Pratt Drills in your stock you can rest assured that you have the best possible tool to offer your trade.

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U.S.A.

GET THE GENUINE

"Enox" High Speed Hack Saw Blades

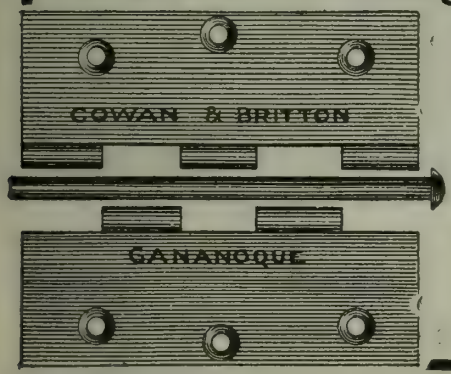
MADE OF BEST SHEFFIELD STEEL



There are no others "Just as Good."
Look for the name "ENOX" stamped on every blade, and satisfy your customers.
It is a guarantee of best quality obtainable.

F. M. FRYE & CO. - 46 Upper Thames Street - LONDON, E.C.

Don't Antagonise Your Customer



By handling inferior goods, when you can obtain first quality Hardware at the same prices. Our

Butts, Hinges and Builders' Hardware

are of the finest quality only, and never fail to satisfy. The oldest factory in Canada making these goods, being established in 1861. **If your Jobber can't supply you, write us direct.**

Cowan & Britton, :: Gananoque, Ont.

ESTABLISHED 1861.

One Issue Sufficient

S. B. McClung & Co., Trenton, inserted the following advertisement in our November 26 issue:—

FOR SALE—One set of tinsmith's tools and machines.
S. B. McCLUNG & CO., Trenton, Ont. (47tf)

November 28 they write us as follows:—

GENTLEMEN,—You may withdraw our advertisement as tools are sold **one issue was sufficient.**

(Signed) S. B. McCLUNG & CO.

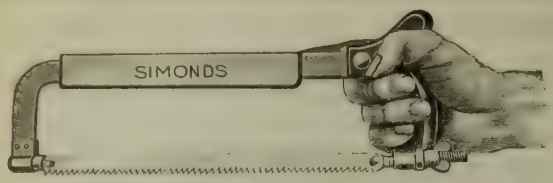
The cost of this advertisement for one issue was 30 cents. Hardware and Metal "Want Ad." page offers the most economical and most effective method for locating the man who is looking for the very proposition you have to offer.

It is read every week by the best hardware dealers, clerks, travellers and manufacturers in every province of the Dominion. Have you any proposition of interest to these men?

"Want Ad." rates (payable in advance), 2 cents per word first insertion, 1 cent per word subsequent insertions; 5 cents additional each insertion when box number is required.

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG



Simonds Straight Cut Hack Saw Frame

This frame is so entirely different from and so superior to all other Hack Saw Frames that if you sell it you will have something exclusive. It is a great favorite with Machinists wherever introduced. Dealers handling Simonds Hack Saw Blades have the privilege of ordering the Straight Cut Frame for stock. Simonds Hack Saw Blades can be obtained on very short notice from any of our offices. We want to quote you on the quantity you sell in a year.

Simonds Canada Saw Co.
LIMITED

Montreal, Que. St. John, N.B. Vancouver, B.C.

The Goods That Have Made Good
Because They are Well Made.

St. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC



Exhibit at the Ontario Retail Hardware Association Convention

Write for latest Price List Just Issued of Hockey Sticks, Ball Bats and Handles.

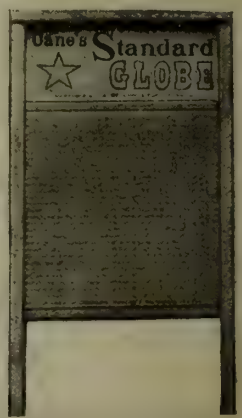
Factory and Head Office, - - ST. MARYS, ONT.
Branches, Montreal and Winnipeg



THE "BEST" ARE ALWAYS
CANE'S WASHBOARDS

The best in any line, for there's a Cane board at every price for every use. This variety of sizes, prices and uses make it easy to suit the stocks to the needs of your trade.

Write for particulars of all our "Washday" products and price quotations.



It takes almost no talk to sell Cane's goods. The name itself has come to stand for merit and in addition each washboard has so many points readily pointed out and easily understood that housewives like them at sight

The William Cane & Sons Company, Limited
Newmarket Ontario



Every One Sold Sells Many More

Beyond Competition

It is no mere brag for us to say that the

"Kansas" Pruning Knife

(Improved)

is beyond competition. One glance at its improved construction, its positive action, its absolute freedom from all complicated parts, will convince any discerning dealer of its unique superiority. The "Kansas" takes off any branch up to one and a quarter inches in diameter. No climbing or straining. To take a limb off near the trunk simply place the hook over the limb, pull on the handle, and the work is done. For snipping off outlying twigs, pull on the string instead of the handle. The "Kansas" is so much better, quicker, and more convenient than the next best that five or six trees can be trimmed with it while one is being done with any other knife made.

Consequently the "Kansas" is the BIG seller.

Write for Circulars and Trade Prices.

International Tool Co.
Cor. Porter and 4th St., Detroit, Mich.

TAYLOR-FORBES, CO., Limited
Guelph, Ont.. CanadianManufacturers



Copp's Stoves and Ranges

One of our series of Planished Steel Ranges. Four distinct lines, all distinctly western.

Many distinguished features.

Become distinguished by securing agency.

COPP'S "SILVER QUEEN"

"The Western Stove Makers"

W.J. COPP SON & CO

Fort William. Ontario.

MALTHITE
ASPHALT ROOFING

Should be sold by every hardware man because

Get Our Prices and Samples.

1. It sells 25% cheaper than any other roofing.
2. It is guaranteed direct by us to your customer.
3. It is unequalled as a real satisfaction-giver.

'NUF SED?

Then send along that "MALTHITE" order to-day!

THE DOMINION ROOFING CO. OF CANADA, LTD.

31-33 Front St. East Toronto, Can.

You Pay No Duty



No. 253

The **Gendron Folder** is made in Canada by expert Canadian workmen. The duty and annoyance of customs are eliminated, and separate parts can be supplied quickly and conveniently to you. Here is a leader you should know.

Collapsible Go-Carts

opened or closed by one simple and easy motion. They fold compactly and are easily carried. Complete with hood and rubber tires from **$6.80** up to **$24.50** List.

20 STYLES TO SELECT FROM

Make more profit and satisfy all your customers by selling **Gendron** goods. Order this go-cart now, No. 253, as a sample. Send for "Grade A Catalogue," showing full assortment. Write to-day.

TORONTO Gendron CANADA

Complete lines of Children's Carriages, Sleighs, Waggons, Reed Furniture, Invalid Chairs and Bathroom Fittings.

The GENDRON MANUFACTURING CO., Ltd.
TORONTO, CANADA B23

DOMINION

AMMUNITION

Backed by our liberal guarantee of a new box for any defective Cartridge made by us since 1907, is the most satisfactory line on the market.

Everything required in the manufacturing of Ammunition is made in our own Factory, enabling us to make this guarantee.

The unexcelled quality of our output has established our reputation.

Dominion, costing less than imported, allows the Shooter 20 per cent. more practice without extra cost to himself. More practice means better scores. Better scores a keener interest. Keener interest increases the demand for Ammunition.

Specify DOMINION for

QUALITY ***PROFIT*** ***PRICE***

Dominion Cartridge Co., Ltd.

MONTREAL, - - - - CANADA



That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY: INDIANAPOLIS IND.

E. C. ATKINS & CO.

HAMILTON ONT.

Report of B.C. Association Convention

Attendance Broke the Record—Able Executive Elected, and Two Vice-Presidents Added—Banquet at Royal Cafe a Delightful Affair.

(Reported by Hardware and Metal's Staff Correspondent.

The ninth annual convention of the British Columbia Hardware Dealers' Association, held at New Westminster on the 7th inst., was the best yet, in point of attendance, the amount of work done and the interest taken in the proceedings. The tone of the meeting might be judged from a remark made by Mr. S. J. Drake, of Victoria, at the banquet in the evening. He said there was such fellowship that all individual stores should be closed and all join in conducting one big establishment.

The convention was held in the I.O.O.F. hall, and the arrangements of the boys in New Westminster were complete. After a busy morning session, an hour's adjournment was made at one o'clock for luncheon at the Russell hotel, where the delegates were the guests of the Royal City men, and the afternoon session continued until 6.30 oclock. The banquet began about eight o'clock at the Royal Cafe, and shortly after midnight, the Vancouver contingent returned home on a special car.

President Kirk Just Got There.

H. T. Kirk, of New Westminster, the president during the past year of the association, was not home in time to preside at the convention. Fortunately he got in before the banquet was over, and reached the Royal Cafe with his bag and baggage close on to midnight, coming straight from the train so that he could tell the western members of the reception he got in the east and the excellent benefits resulting from the gathering of the hardware men at Peterboro.

H. C. Martin, vice-president, occupied the chair, being assisted by W. C. Stearman, a past president. S. J. Drake, the representative from Victoria, was duly introduced.

J. A. Fortier, chairman of the audit committee, presented a satisfactory report.

It was decided to appoint a grievance committee, consisting of Messrs. Snell, Fortier and Kennedy. It was pointed out that much time could be saved and better work done if some of the detail labor was taken from the shoulders of the secretary. The grievance committee will take up such matters as price differences, etc., with the wholesalers.

The unanimous decision was reached to close on Saturday afternoons from one o'clock to seven, from the first Saturday in May, until the first in September.

Information Bureau Discussed.

W. J. Riske, of W. N. O'Neill & Co., Vancouver, spoke on the importance of establishing an information bureau, and keeping credit down. With a large amount of building going on in the vicinity of Vancouver and New Westminster, hardwaremen had an extensive line of credit, and they have suffered in instances where some of the smaller contractors have not met their accounts. The importance of curtailing credit was recognized, but it was felt that this was a difficult matter in which to lay down a hard and fast rule.

One of the visitors was Mr. Hendricks, a manufacturers' agent from Seattle, who addressed the members. He told of what he had observed at different conventions and pointed out the great benefit of association work. His remarks were greatly appreciated and were encouraging.



H. C. MARTIN,
Elected President B. C. Association.

In the absence of an address from the president, Mr. Martin spoke for a few minutes. He is one of the active members of the association and his remarks were based on experience, making them all the more acceptable.

The constitution was altered to make necessary provision for two vice-presidents, consequent on the growth of the district and the association. It was also decided to rate the dues according to the business done by the member.

H. T. Kirk Honored.

Another resolution was to make Mr. Kirk, who retires from the presidency, ex-officio member of all committees.

The officers elected were:

President—H. C. Martin.

Vice-presidents—J. B. Paine, North Vancouver; George Blakeley, New Westminster.

Secretary—R. B. Dinning.

Directors—C. K. Snell, George Moscrop, C. Kennedy, J. A. Fortier and C. Bryson.

Greetings From Ontario.

At the afternoon session a telegram was read from Weston Wrigley, secretary of the Hardwaremen's Association of Toronto as follows: "Ontario association sends greetings to the British Columbia Association. Regret inability to send representative to the ninth annual convention on the Pacific coast. Your action in sending Mr. Kirk to our convention thoroughly appreciated. Peterboro convention and exhibition was the greatest success. Hope new president attends Guelph convention next February. Let's build Dominion Retail Hardwaremen's Association." The reading of this message was greeted with great applause.

Mr. Drake, of Victoria, told what was being done in the capital city of the province, where they have an association of their own. Over there an effort was being made to work along the lines which have proven successful and which have been discussed at conventions. He strongly emphasized co-operation in the matter of a fair margin on goods. Mr. Drake regretted that he was the only delegate from Victoria, but assured the members that more would come over next time, when they heard his favorable report.

Mr. Blakeley discussed association work to advantage. One particular point was that members should attend meetings. These were not held very frequently, and the success of the organization depended on the interest taken. When subjects came up for discussion, even if members did not take part, they knew what was being done, and the conduct of affairs was not left with two or three or half a dozen. Another point was that individual members should realize that upon their shoulders devolved some of the work. Many seemed to think that a board of directors was appointed to take hold of everything. While they did the bulk of the work, Mr. Blakeley pointed out that members could themselves be of great assistance, and he asked that when matters were up for consideration those who could help should volunteer.

A price committee was appointed, consisting of the president, the two vice-presidents and the five directors.

Lien Law Discussed.

Some discussion followed on the lien law. At present, to establish a claim, the architect must be notified within ten days of the buying of the goods. This had one good point in that the architect was enabled to learn of all the indebtedness without chasing all over town, but it was thought that the time was too short. The effort is being made to have claims filed no matter who the contractor is, but dealers are loath to

send in accounts of contractors of good standing and who perhaps have long been customers. This subject will be discussed later.

Votes of thanks were passed to the New Westminster boys for the excellence of their arrangements and for their hospitality.

THE BANQUET.

R. P. McLennan was the toastmaster at the banquet held in the evening at



H. T. KIRK,
Retiring President Hardware and Metal Association of B. C.

the Royal Cafe. It was a most delightful affair, and a souvenir of the occasion was the tasteful and handsome menu card. On the inside of the folder was arranged the list of those things which are necessary to the thorough enjoyment of any evening, and explanatory parenthetical phrases in real hardware language were read with great amusement. Needless to say, although the nuts were threaded, the guests enjoyed the various items on the programme, and after each had assured the other that they could do no more, Mr. McLennan asked them to desist for a moment so that their mouths might be used for a little talking.

The toast to the King was duly honored, after which cheers were given for the new president, and three more on general principles, because they were there.

Wholesale Association Toasted.

Mr. Martin, proposed the toast to the wholesalers' association. He said the fact that two of the largest wholesale houses in Canada were in Vancouver was appreciated, especially since these houses were of the fairest. Goods were supplied at cost, and unlimited credit was given so what more could be wished.

Mr. McLennan, who was the first to respond, regretted that he did not personally know all the members, for some time he might pass some of them on the street and take them for common grocers or some one else in trade. He admitted that the low prices of goods, fifteen per cent. off and ten per cent. on, or the other way about, were attractive, although money was lost. Mr. McLennan referred to the commercial importance of Vancouver and the industrial activity of New Westminster, and saw the time when the two cities would be as one. This reference was made with a witty connection with local annexation matters, which caught on.

R. F. Anderson took advantage of the opportunity to express his pleasure at being present, and said that with such interest and enthusiasm as had been shown all day the association could not but be a success.

H. Parson, of Wood, Vallance & Leggat, also responded.

An enjoyable interpolation was a song by C. K. Snell. Many knew that Charlie could sing but even they were surprised at his high range and the excellent way in which he took the notes.

In proposing the toast of the sister associations, Mr. McLennan coupled with it the names of W. Clark, for five years president of the Vancouver Retail Grocers' Association; Mr. Drake, president of the Victoria Retail Hardware Association, and F. W. Welsh, president of the B. C. Retail Merchants' Association.

Union of Retailers' Commended.

Mr. Clark spoke of the great profits which the hardware men got in comparison with the grocers. The latter when they gave ten per cent. lost five per cent. He was strong in commending the union of all retailers, such as along the lines that had already been begun, and



W. C. STEARMAN,
Past President B. C. Association, who assisted Harry Martin in wielding the gavel.

he was glad to see that the few remaining retailers that were not in the association were gradually coming to recognize that the only way to protect the interests of trade was in union and organization.

Mr. Drake, who had been observing all day and was fairly captivated with the night, thought that such good feeling prevailed that they should close up all their stores and all the members join in conducting one big establishment. This was the first time that the Victoria association had been invited to send



GEO. BLAKELEY,
Vice-President-Elect, B. C. Association.

representatives, and he would carry nothing but praise back for the courteous manner in which he had been treated.

Vancouver An Association Centre.

Mr. Welsh said that as far as Vancouver was concerned he believed that it was rapidly coming into its own in association work and he knew that Vancouver had the reputation of having one of the best grocers' associations of its kind in America. This, he said, was not only his opinion but was the opinion of the New York criterion. He thought and hoped that it would not be long before British Columbia would have one of the largest retailers' associations, one in which every branch of the retail trade would be represented. One of the greatest evils of the retailer was the deadbeat, and with a provincial association no man would be able to go from one town to another and run up big bills which he never intended to pay, because he would be reported to the secretary and every retailer notified. In this way, already members had been saved thousands of dollars. Co-operation in this respect would also be made with the state of Washington, so that the members would be able to get the advantage of organization covering the two cities of Seattle and Tacoma.

Mr. Clark gave a couple of recitations which enlivened the proceedings. Those gathered around the board were much

interested in one particularly, since it referred to the experience of a class of people in a far away land in which Mr. Clark had once travelled. The recitation had reference to a peculiarity existent in that land of some of the male population joining in an elbow-crooking competition in the evening, with the result that about five o'clock on the following morning there was a clinkety-clink of ice in the water pitcher as a waiter came down the corridor towards the rooms where parched throats were longing for coolness. The banqueters laughed heartily at this strange and grotesque custom.

New President Speaks.

In proposing the toast of our association, Mr. Martin, the newly elected president, happily expressed his thanks for the honor which had been conferred upon him. He defended the retailers, for without them the trade could not be



R. D. DINNING,
Secy. Hardware and Metal Association of B. C.

advantageously reached, and thus the wholesalers would not be in the position to do such good business. Mutual co-operation would be of great benefit. He pointed out that the object of the association was not to raise prices, which so many of the public seemed to think, but to protect the interests of the retailer and to promote good fellowship.

Replies were made by Mr. Paine and W. R. Owen.

Other toasts were: "Manufacturers and Brokers," proposed by Carl Pendray and responded to by R. E. Jamieson and R. A. Ogilvie; "Our Friends, the Travellers," by H. H. Welsh, with replies from Messrs. Wallace, N. A. White, John Whalen, W. C. Birdsall, W. Hill; "Past Presidents," which was to have been proposed by H. T. Kirk, with responses from C. K. Snell, W. C. Stearman, and L. B. Lusby; "Our Employees," by F. S. Lockett, upheld by Archie Venn, Alex. McQuarrie, George Marlow and F. Sayers.

Mr. Kirk's Return.

The speeches were along a happy vein interspersed with stories. While they were in progress Mr. Kirk returned and was greeted with loud cheers. He was instantly promoted to the speech-maker's place on the floor, and he told of his pleasant reception in Peterboro where he was hailed as "the man from the home of lacrosse" and was given an excellent time. He said that his trip to the east had been a profitable one in the point of experience, and he hoped to be able to make an exhaustive report later.

The banquet ended with the singing of God Save the King and Auld Lang Syne, with cheers and then some more cheers.

WHOLESALE HARDWARE EXCURSION.

The employees of the various Montreal wholesale hardware houses held their annual trip to Lachute, Que., on Saturday, Mar. 4th, and anyone who had expected a dull time was disappointed. This excursion is looked upon as a fixture now, with each year probably a little better than the one preceding. There were numerous fun features all piled into a short time resulting in a merry whirl with something doing all the time. Two hockey teams chosen from the local Hardware league aggregations provided a Roman holiday, one falling before the Dominion Cartridge team, the other suffering defeat at the hands of the Lachute team. But why dwell upon the harrowing features of the outing? One of the most enjoyable affairs was the dance in the Windsor hotel, Saturday evening.

Brownsburg contributed its quota of the fair sex and not a few of the young hardware men and some of the older ones too imagined they made a hit. Report even has it that the mail this week to the "burg" was noticeably heavier than usual. In another week or so the glamour will have faded in the light of every day commonplace events, but it is hoped that it will be at least revived next year.

An instructive part of the trip was the drive to the factory of the Dominion Cartridge Co., and the inspection of the plant. The guests are indebted to Ed. Brainard, W. Lavis and Mr. McManus who directed them and made them welcome on behalf of the company. The excursionists were under the careful chaperonage of J. T. Smith, sec.-treas. of Lewis Bros., Ed. Montgomery, of Starke-Seybold Co., Thompson Robertson of the Thos. Robertson Co., Jack Marnell, of the Canadian Fairbanks Co., J. Barnicke, of Frothingham & Workman, T. Leblanc, of Jas. Walker Hardware Co. and E. Ryan, of Lewis Bros. Those who had charge of the arrangements neglected nothing that would afford a pleasant outing.

Sunday was spent quietly at Lachute, the return trip being made in the afternoon, the town turning out en masse to bid farewell to the invaders. Handkerchiefs were noticed here and there, but then they say the best of friends must part.

GETTING THE QUALITY TRADE.

A hardware merchant in a town of 1,000 population wanted to impress upon a traveler recently, the fact that he had the best trade in that locality for paints, oils and brushes.

After showing him a few lines of brushes, he said, "You know I have the best trade in this line. Show me some cheap lines first." The traveler said, "You say you have the best trade,—then look at best lines first and we will come to lower priced lines later on."

By the time he got nearly through with the best quality goods, he did not want so many of lower priced brushes



CHAS. K. SNELL,
Member of B. C. Executive, who uncovered a fine tenor voice at the banquet.

The traveler endeavored to impress on him that if he had best trade, it was better to be without the cheap lines, as the latter never build up a trade. The merchant replied saying: "That is so, as Mr. Blank across the way always comes over here when he wants a good brush. I'll let him have cheap trade in this line. Quality is remembered long after price is forgotten, so always show your best goods first, to leave a good impression on your customer."

TORONTO MERCANTILE HOCKEY LEAGUE.

Aikenhead's Ironsides have won the "Aikenhead Cup" this season, and are champions of the Mercantile Hockey League for 1910-11. The cup, which was presented to the league by Mr. T. E. Aikenhead last year, may be seen in Ryrie Bros.' window.

An Ad. to Catch the House Cleaner

Review of Stanley Mills & Co.'s Ad.—A Clever Lay-out, Well Set Up and Illustrated—A Suggestive List of Housecleaning Needs—Good Paint Copy, but Not Likely to Create New Business.

A careful survey of housecleaning necessities is furnished in the Stanley Mills & Co. advertisement which appeared in the Hamilton dailies, Saturday, March 11th, and which we reproduce on the next page.

Occupying almost full page space, the ad. in question could not help attracting attention, especially as the fine weather, of late, has turned everybody's attention to the activities of spring. This ad. simply breathes of spring, and sluggish indeed, would be the house-owner, who did not respond to its call.

Illustrations Command Attention.

To begin with the illustrations at the top of the ad. are not only life-like, but they bring out admirably, the subject of the ad. They appeal to the tinkering instinct of every man or woman who takes a pride in the home, and we venture to predict that many a Hamiltonian will be wielding a paint brush this week, in consequence of the ad.

In addition to the general illustrations at the top, it will ge noticed that small cuts are also used throughout the advertisement. This helps to hold the reader's interest. Moreover, in the case of prospective buyers, who are already well stocked with housecleaning sundries, but still lack a few articles, the cuts direct their attention instantly to the things they need.

Attractive Lay-out.

Notice the systematic layout of this ad. Paints furnish the main theme, therefore the central panel of the advertisement is taken up with a description of Stanley Mills & Co.'s special brand of "S—M" paints.

Nearly everybody who is interested in paints, is also in the market for a brush. This accounts for the prominence given to the paint and varnish brush column at the right. The firm evidently carry a wide assortment of brushes and this list should satisfy most requirements.

Right under the brushes comes a paragraph on wall finishes or tints. We think that this line deserved a little more attention, in view of the widespread interest the public are taking in this class of goods.

Varnishes are well represented, and the list of miscellaneous paint items and painters' tools will no doubt suggest some purchases to most readers.

The left hand panel is devoted to Japa-lac, liquid veneer, and enamels. Thus, the larger and more important part of the layout, was reserved for paint, varnish and painters' supplies.

The bottom part of the ad. is composed of a number of panels, the largest of which presents a good talk on wall paper, with an attractive illustration. Down each side are lists of small wares and sundries which naturally demand attention at housecleaning time.

The whole advertisement is in good readable type, the head lines and subheads are well chosen, and the general effect is excellent. We are very sorry that in order to fit the page of Hardware and Metal, a little slip had to be cut off the bottom of the ad, but this does prevent getting a splendid idea of how the ad was made up.

Good Paint Copy.

Any dealer who wants to write a good paint ad., should analyze the main panel of Stanley Mills & Co.'s advertisement. Look it over carefully, and note how the selling points of paint are brought out—pure quality, large covering capacity, hard drying and good wearing qualities, reliable colors, full Imperial measure, and the guarantee of both maker and seller.

Paint Ads. Should Create Demand.

If there is any criticism to offer on this copy it lies in the fact that it is directed solely towards people who have, of their own initiative, decided to use paint. It is not designed to create a demand.

This is a very important point to keep in view, especially in this year of grace. The public have read so much about rising prices of oil and turpentine, that a good many people will need a lot of extra coaxing to prevent their putting off painting for another year.

For this reason, every paint ad. should depict strongly the necessity for using paint to protect all exposed wood or iron surfaces, and the advantage of using it on interior surfaces, where good appearance is so much desired. The ad. writer must use, to the full, his power of suggestion. He must work upon the minds of his readers, in an effort to show them, how necessary it is to use paint, and, having carried them so far, must show them the advantages of his particular line of paint.

An ad. writer must have a different treatment for lines which are more or less specialties, than what he uses for staples. To illustrate this point, in advertising bread it is not necessary to dilate upon the advantages of eating bread. Bread is a staple, a necessity. Everybody eats it, and so the ad. writer simply goes on to mention the superiority of the particular kind of bread he is advertising. But paint is not an absolute necessity. The best paint advertising will therefore strive to create a demand for paint, and then to bring forward a particular kind of paint to satisfy the demand which has been created.

CONDITIONS THREATENING THE HARDWARE TRADE.

Are the 5, 10, 15 cent stores hurting the hardware man? Is there anything looming up in business to-day that is likely to threaten the small hardware retailer?

The retailer who brought up this question has reached such a stage that he can look complacently upon the situation, for he is practically beyond worrying about competition. But he is observant and fancies there are new competitors that may succeed in encroaching largely upon the field of the retail hardware man in Canada.

Cheap Cutlery Competition.

For instance he referred to a line of cutlery.

Knives that may be purchased for fifteen cents each or ten cents will appeal to those people whose purses are not as long as they might be. These are dinner knives and forks. In the 5-10-15 cent stores these are displayed at counters where girls are employed to hand them out, receiving a weekly remuneration of about $3.00 to $3.50 a week.

Now this dealer points out that the average good hardware retailer cannot nor will not stoop to this method. He usually wants good clerks, and necessarily has to pay them a fair wage.

Thus in point of wages, the 5-10-15 store has an advantage. True, the goods are cheap and will not give satisfaction to the purchaser who likes quality. But a woman will probably buy them one at a time until she has bought a half dozen, for which she has paid about 90 cents at the most.

This cheap method also applies to hammers, hatchets and many other lines, including graniteware. The good hardwareman will scoff at any idea that this hurts him. He will say that he refuses to carry these cheap lines. Scrap is what he calls them, and declares that the average purchaser would have nothing to do with lines of this kind.

This is exactly the sentiment of an Ottawa dealer who is situated with several of these "scrap" stores near at hand. He makes a specialty of dealing in many of the lines that are also carried by the 5-10-15 stores. A representative of Hardware and Metal approached him on this question, and he replied that he did not think he felt the competition of the stores referred to. His customers wanted quality. He could carry the cheap lines if he desired, but he preferred quality. He admitted that there was probably some trade diverted, but it did not appear to be worrying him.

Dangers Threatening Town Dealers.

Another phase of competition which it is claimed demands notice, is the multiple store plan. By this is meant the hardware merchant who grows to such strength that he branches out in several places. Probably he has several stores in the one town, or he may have branches in several other towns. Is there any problem confronting the retailer from this source?

And then there is the catalogue house. It is an institution which more especially threatens the retail trade in small towns, just as the 5, 10 and 15 cent store is a menace to the city hardwareman.

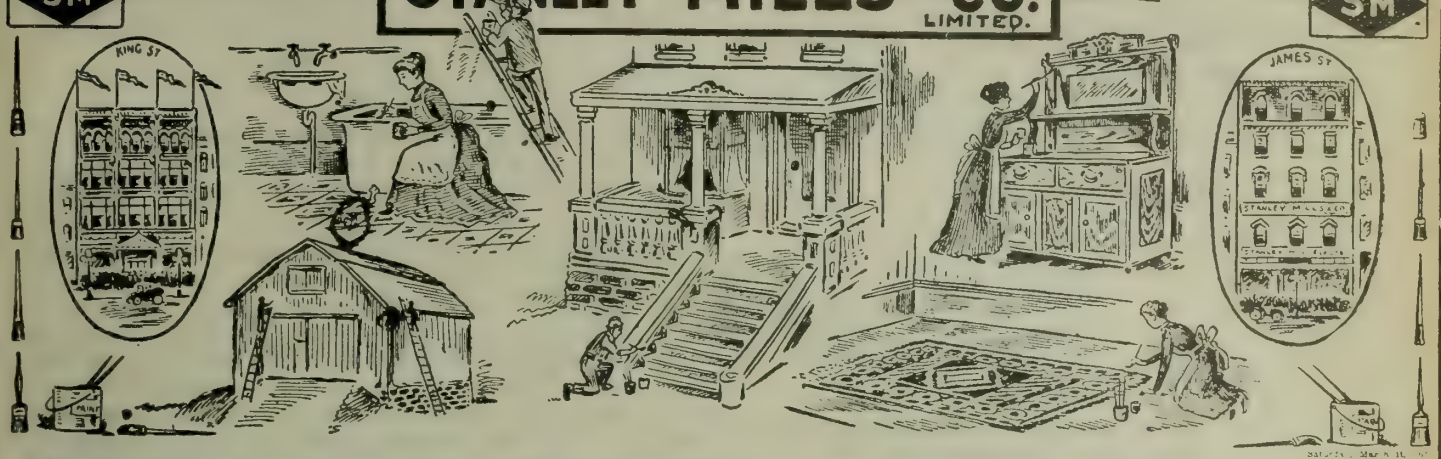
Against these dangers, it is necessary for hardware dealers to so entrench themselves that competition from these quarters cannot injure them.

A carload of farm implements has been received at Anderson's hardware store, Kindersley, Sask.

King St. East and James St. North

STANLEY MILLS & CO. LIMITED.

14 James St. North: Entrance King or James



All Ready for the Great Spring Painting and Housecleaning Season

STOCKS NOW COMPLETE IN THE HARDWARE, KITCHEN GOODS AND HOUSEFURNISHINGS SECTIONS

See the Interesting Demonstration of JAP-A-LAC in the Window

This is one of the cleverest mechanical devices ever invented for such a purpose. It shows in a realistic manner the method of using Jap-a-lac, and the magnificent results which can be obtained when one combines a little extra thought and care with the services of this wonderful preparation

"JAP-A-LAC Makes Old Things New"

Jap-a-lac can be used with perfect results on the finest of furniture, on stairways, front doors, etc., as well as on floors and the floor borders around the rugs.

It is made in all the natural wood colors—oak, dark oak, cherry, walnut, mahogany, natural or transparent, yellow ground, dead black, brilliant black, gloss white, flat white, aluminum, gold, green, red and oxblood.

It's a stain, a varnish and an enamel—all combined. The desired color and effect can be produced on new wood with but two coats of Jap-a-lac. It is applied like paint, with any ordinary flat brush.

On sale at the Stanley Mills Hardware Department, 14 North James Street—in all sizes of tins, as follows:

½ Pint, 25c	¼ Pint, 35c
1 Pint, 60c	1 Quart, $1.10

LIQUID VENEER

This is a furniture polish of GENUINE merit, thousands of bottles are sold day after day to homes all over the United States and Canada.

The simple method by which it is used is one of the most attractive features. It cleans and polishes at once.

Just dampen a piece of cheesecloth with Liquid Veneer, then rub with it, just a little, your chairs, tables, piano, pictures, stairs, base boards, floor borders, etc.—the results will astonish anyone who has never used this particular kind of polish before.

Liquid Veneer is undoubtedly the best brightener for frequent, convenient use on all furniture that has ever been brought out.

Buy a small bottle and test it. Thousands use it on dusting days throughout the year, and are delighted every time!

After a little rubbing, there's no trace of it left on the furniture which could possibly soil any fabric.

4 oz. bottle, 25c **12 oz. bottle, 50c**

Enamels of All Kinds

"FLOORGLAZE" ENAMEL cannot be excelled for kitchen, dining room, bedroom, hall or veranda floor finish.

It's an enamel—not a paint; produces a glossy surface of extreme hardness.

All the most popular colors are here.

Pints, 30c; quarts, 60c; half-gallons, $1.20.

BATH ENAMEL—The kind that will withstand the hottest water, without losing its gloss.

Enough for 1 coat for bath 25c
Enough for 3 coats 50c

HOUSEHOLD ENAMEL, in all the newest and prettiest tints, for wood or metals

Small size . . . 15c
Large size . . . 25c

IN the publication of this advertisement the result we desire is that it shall prove HELPFUL to every reader in the planning of his or her usual spring activities about the house and home—and that its benefits shall be of the lasting variety. Special prices are few and far between, so that practically the whole announcement can be cut out and preserved for future reference, if you are not interested just at present in Paints or Housecleaning Time Needs. But remember that our stocks throughout all these lines were never in better condition than right at the present moment—and that values cannot be better! Study every line.

The Best Paints Made Are Here—and They Cost No More Than Others



They are Robertson's Paints, with our own mark, "SM", on each can, and sold nowhere else in Hamilton. The same old reliable, well known "SM" Brand that countless customers have found satisfaction in using for years past. Certainly, they ARE the best paints made, and here are the reasons why

1st. They are made only of chemically pure white lead and the best linseed oils.

2nd. They have the best "covering qualities" (720 square feet per gallon) of all paints made.

3rd They dry HARD; wear like IRON.

4th. They are absolutely true to sample colors.

5th. Thousands of gallons have been sold by us and used in this locality, with the best possible satisfaction to all concerned.

6th. Each and every tin carries a DOUBLE GUARANTEE of purity and high quality—OURS and the MAKER'S. Remember the name—

Robertson's SM Mixed Paints

If you buy these "SM" Paints you need have no fear of failure or disappointment about obtaining the best results. You'll find them the ideal paints for both interior and exterior work—for floors, walls, ceilings, steps, verandas, etc., etc.

Put up according to the imperial or large measure—just one fifth more than American or wine measure. Made in 36 different shades, besides pure white. Ask for the color cards.

Prices for this season are as follows:

½ Pint, 15c 1 Pint, 25c 1 Quart, 50c ½ Gallon, 95c

"S M" General Varnish Stains

These stains bear the same high reputation as the "SM" Paints.

They can be used with perfect results by any person who knows how to handle a brush at all. Any ordinary paint or varnish brush can be used for applying them, and you can put them on new wood or right over a painted surface—on floor borders, base boards, doors, stairs, cupboards, or any other kind of interior woodwork, or furniture. The effect they produce is really remarkable, for they dry with a rich gloss finish—and dry very HARD.

Old articles of furniture can thus be made to look like new, with only a slight expenditure of either time or money.

Right now is the best time to do this class of work—while the windows remain closed, and there is but little dust.

Ask for a color card Monday.

These "SM" Stains are always kept in complete stock here. Made in light and dark oak, walnut, natural cherry, mahogany and green.

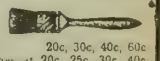
Prices as follows:

½ Pint, 15c 1 Pint, 30c 1 Quart, 60c

Paint and Varnish Brushes

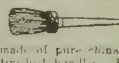
Complete Stocks Here at All Times of the Tried and Tested Makes

Flat Varnish Brushes, at . . . 5c, 8c, 10c, 15c
Flat Varnish Brushes, chisel edged, at . . . 15c, 20c, 25c



Our 15c Chisel-edged Varnish Brush is a splendid value; pure bristles well set, metal ferrule, well finished handle.

Heavy Flat Varnish Brushes at . . . 20c, 30c, 40c, 60c



Flat Paint Brushes at 20c, 25c, 30c, 40c

Our Special 25c Brushes

Either 25c or 50c for both flat Paint Brushes made of pure china bristles, metal ferrules and good heavy wood finished handles. Exceptional value at . . . 25c

Heavy Flat Paint Brushes . . . 50c, 60c, 75c
Best Paint Brushes made at . . . $1.00 and $1.25
Sash Brushes at . . . 5c, 7c, 10c, 15c
Chiselled Sash Brushes . . . 10c, 15c, 25c, 35c, 50c
Oval Varnish Brushes . . . 25c, 40c, 50c, 60c
Painters' Dusters . . . 25c, 50c
Paper Hangers' Brushes . . . 25c, 60c, 75c, $1
Whitewash Brushes . . . 15c, 25c, 3 c

We are offering this season an exceptionally well made Tuscan of good heavy mixed stock with a strong handle, at the popular price of . . . 5

Kalsomine Brushes . . . 65c, $1.00, $1.25
Best quality Kalsomine Brushes . . . $1.50, $2.00, $2.75

Wall Finishes or Tints

"ARCTIC" Wall Finish—a simple preparation which can mixed with cold water, then applied in a few minutes with an ordinary whitewash brush—and WILL NOT RUB OFF!

Absolutely reliable for producing a most artistic finish and the tints will be true to the color card.

In blues, greens, pinks, creams etc., also white, each package, only 25c.

Complete Stocks of Varnish

	Per Half Tin	Per Pint	Per Quart
Furniture Varnish	10c	20c	35c
Carriage Varnish	20c	35c	60c
Elastilite Varnish	30c	50c	85c
Oilcloth Varnish	25c	45c	80c
Damar Varnish	25c	45c	80c
Boat Varnish	30c	50c	90c
Rlasty Oak Varnish	20c	35c	60c
Hard Oil Finish	20c	35c	60c

Miscellaneous Paint Items and Painters' Tools

Tube Paints, all colors, 10c, 15c
Liquid Glue 10c, 15c, 30c, 45c
Stove Pipe Enamel, 15c, 25c
Secretine, per tube 10c, 15c
Aluminum Paint 15, 25, 45, 75c
Banana Bronzing Liquid, 10, 25c
Sand Paper dozen 15c
Paint and Varnish Remover 25c
Lead and Wood Filler, 15c, 25c, 45c
Putty tin . . . 6c, 10c
Stove Lustre bottle 15c, 25c, 45c
Putty Knives . . . 10c, 15c, 20c
Furniture Combs . . . 5c to 25c
Graining Combs improved . . . 50c
Wall Scrapers . . . 15c, 25c
Oilcan . . . 10c, 15c, 20c

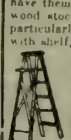
A Score and More of Needed Articles for Housecleaning

—And This List Merely Hints At the Varieties in Our Great Kitchen Goods Dept Offers

Galvanized House Pails	20c and 30c
Housemaids' Chamois Gloves 35c pair, 3 for $1	
Canvas Floor Cloths, 10c, or 3 for	25c
Campbell's Absorbent Dusting Cloths	25c
Hard or Soft Scrub Brushes, 10c to	25c
Gingham Dusters 10c, or THREE for	25c
Lambs' Wool Stove or Shoe Mitts	15c
Radiator Brushes	35c
Feather Dusters	25c to $2.00
Lavators Brushes	25c
Knitted Bristle Bags, 15c, or two for	25c
Brooms of Fine Corn	35c, 40c and 50c
Stair Whisks	10c and 15c
Galvanized Wash Tubs	85c and $1.00
Crystal Wash Boards	50c
Self-wringing Mops	40c
Wire Brush Mops	15c
Wooden Clothes Horse	75c to $1.75
Fiber Pails	40c
Sleeve Boards, pair	20c
Folding Iron Boards	$1.50 and $3.50
Window Brushes	25c
Hair Floor Brushes	$1.00
Counter or Bannister Brushes	25c, 35c, 50c
Stove Brushes	15c, 20c and 25c
Felt Floor or Ceiling Brushes	60c and 85c
Clothes Pegs, dozen	25c and $1.00

Step Ladders

A good strong Step Ladder is something you can't do without at housecleaning time. We have them made of clear hardwood stock, well braced and particularly steady, complete with shelf, at



4 foot	60c
5-foot	75c
6 foot	90c
7-foot	$1.05
8-foot	$1.20
10 foot	$1.50

"Stanley Mills" Curtain Stretchers

Special prices will be offered for next week on this well-known line of household equipment. They are the strongest kind manufactured, each being fitted with a firm center support which prevents sagging, and also marked with inches so that the curtains can be kept perfectly square. Pins are nickle plated and cannot rust.



Full size Stretchers, pair	$1.19
Strong Basswood Stretchers	$1.59
Basswood Stretchers, with rounds	$1.89
Adjustable Pin Stretchers	$2.29

Irish Rose Trees Five for $1.00

Our shipment of the celebrated Irish Rose Trees, which we import each year, will arrive next month.

Most of them are already bought and paid for—and the balance will be subscribed for very soon.

There will be very few, if any, to sell on arrival.

Order Monday to get the variety you wish. Price FIVE for One Dollar.

Read Every Item on This List

There Will Probably Be Several That You Did Not Know Could Be Procured —Hardware Department

Picture Hooks, dozen	5c, 10c, 15c
Picture Nails, dozen	10c
Lemon Ware, each	5c to 30c
Screen Door Hooks, dozen	3c to 50c
Screw Hooks, dozen	5c to 65c
Brass Screw Hooks, dozen	10c to 25c
Clothes Hooks, dozen	10c to $1.00
Shelf Brackets, pair	8c to 45c
Flower Pot Brackets	25c to 60c
Casters for Iron Beds, set	20c
Casters for Wooden Beds, set	12c, 15c
Furniture Casters roller bearing	20c to 60c
Furniture Handles	5c to 15c
Oilcloth Binding, package	10c to 25c
Stair Plates, dozen	20c
Carpet Tacks, 2 packages	5c
Brass Head Tacks, package	5c
Tack Pullers	5c, 10c, 15c
Tension Stretcher Clamps	20c to 35c
Door Bolts	5c to 50c
Hooks with Screws, pair	5c to 50c
Letter Box Plates	30c, 40c, 50c
Arch Lifts	3c, 5c, 8c, 10c
Sash Locks	10c to 50c
Door Bells	50c, 75c, $1.00, $1.25
Door Locks	15c, 60c and 90c

Brighten Up Your Home With

Housecleaning will not seem complete and effectual without one or two of the rooms being "done over" as well as swept and garnished.

—"The Best for Less" is the motto of the Stanley Mills Wall Paper department, and well does it live up to it.

—Papers are here for every home, from the humble cottage to the palatial mansion, from 5c a roll to several DOLLARS per roll.

—Yet the same feature of extra value giving runs through each, and the closer you inspect the stock the more you'll be convinced that "The Best for Less" is a reality.

—Here are a few items that will repay your particular



Some Nice New Wall Papers

Imitation Leather Hangings with design in colors of tan, green and brown, at 35c. This imitation paper compares very favorably with the best "leather papers" ever shown before in Hamilton.

See the Imperial Canvas Pin, at 50c a roll.

Huge Variety at 12½c: 90 Designs

Twelve and a half cents is the price we specialize on. Thus we offer dozens of extra fine tapestries, scenics, gilts and stripe papers at this figure. Many designs, too, are now sold at 12½c which were 20c and 25c last year.

English Cork Velours with hand painted friezes are hangings of the highest class. Velours sell at 50c a roll, handpainted borders at from $1.50 to $4.00 for

How Stanley Mills & Co., Hamilton, in augurated the Housecleaning Season.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - - 511 Union Bank Building. Phone 3726
Vancouver, B.C. - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

OUR SPRING SPECIAL.

The next issue of Hardware and Metal, will be our great Annual Spring Number, which is the biggest and best issue of the year. We are striving to make it more interesting and instructive to hardwaremen than it has ever been before, and we believe that, in choosing as our main theme, the subject of "Outside Salesmanship," we have hit upon something which will be really valuable to our readers. The stories that will be told of success won by Canadian hardwaremen who have gone after business, should be very inspiring.

The cover design brings out the idea of Western Canadian Expansion, and the part played by the hardware store in developing a new country. C. W. Jeffreys, who is considered the best artist in Canada, on pioneer life, was specially engaged by us for this work, and the result is the finest cover yet adopted by a Canadian trade publication.

We are making a special effort to have this big number reach our subscribers on time, but, as the mere mailing of this heavy number is a big task, there may be some slight delay in getting it out. We therefore ask in advance, the indulgence of our readers who may not receive their copies at the regular time.

B. C. ASSOCIATION GROWING.

The report of the Annual Convention of the British Columbia Retail Hardware Association published in this issue of Hardware and Metal, makes interesting reading. It shows first and foremost, that the association has grown both in numbers and strength, during the past year, and that it is preparing for much greater expansion during the coming twelve months.

Heretofore, the trade in British Columbia has not been organized into one central association. The B. C. Association has been practically confined to New Westminster and Vancouver, while a separate association has arisen in Victoria. This latter body was represented by a delegate at the New Westminster Convention, and it is altogether likely that it will be brought into the fold of the B. C. Association very soon. In fact, with a capable and energetic secretary appointed, the B. C. Association will now proceed to organize the whole Province, and it is expected that the next convention will be thoroughly representative of the hardware trade in British Columbia.

The harmony and good fellowship prevailing among the members of the B. C. Association is such that one of the guests humorously suggested the possibility of closing up all their shops and combining to open one large store. This friendly spirit has been brought about through the workings of the Association which has unquestionably been of great benefit to its members.

THE PRICE OF TURPENTINE.

The turpentine supply in the Southern States having been reduced practically to the famine point, a situation almost unprecedented has developed. The price has been advancing unremittingly for the past month; during the last few days the upward trend has been accelerated considerably. At time of writing the price has reached a point which has never been equalled since the time of the American civil war. What the future holds in store is, of course, a matter of conjecture, but by no stretch of the imagination can it be supposed that quick relief will come. Everything depends on the new crop; and reports relating thereto have not been entirely optimistic.

It is quite apparent that some remedy must be found to prevent a repetition of like conditions in the future. The demand for turpentine is constantly on the increase. On the other hand, the supply is showing signs of deteriorating rather than improving. A "conservation policy" is needed in the turpentine field, if the needs of the future are to be taken care of.

MANUAL TRAINING MAKES SALES.

In nearly all good-sized Canadian towns, the public schools or Collegiate Institutes have established departments in Manual Training where boys are instructed in carpentry and joining, and even in some of the more intricate trades.

The importance of this Manual Training idea to the hardwareman, cannot be over-estimated. Every boy who takes the course will require tools, and where should he go for them if not to the hardware store? At first, his demand will be for the simpler and cheaper tools, but, as he becomes more interested in his work, his taste will develop, and he will want tools of which he can feel proud, and will want a considerable variety of them.

Getting that boy's business on the start, may mean gaining a permanent customer, and no mean consumer of hardware. Therefore, no pains should be spared to clinch his patronage.

In their own interests, as well as those of the rising generation, hardwaremen will do well to encourage the adoption of Manual Training in their own towns. If there are no such classes now, it is for the hardwareman to start the ball rolling, and see if they cannot be organized. The fact that these classes help so materially in equipping a boy to earn his living in the years to come, gives them a strong hold on the sympathies of both boys and parents. And think of what a fine lot of tool business could be originated as the result of organizing a Manual Training class in the schools!

CO-OPERATIVE BILL SHELVED.

Unless something very unexpected happens the "Co-operative Bill," which has been before the Canadian Commons for some time, will die a natural death. With the stress of business always experienced in the last stages of the session, the Government has found it necessary to take over the days which had been allowed for the discussion on private bills. As the co-operative measure is included in that category, it looks very much as though it had been effectively shelved. Unless special attention is

allotted to it—and that is a very remote contingency—it will perforce be indefinitely left over.

The Co-operative Bill has had a chequered and stormy career. It has been subjected to many a rough jolt and jar in the course of its journey through the legislative halls. So far little progress has been made; in fact, the sponsors stand to-day just about where they stood when they first fathered the measure. It is now thought that the matter will be dropped and that the country will hear no more of it. As nothing is likely ever to come of it, the backers of the ill-starred bill might as well give in now and save themselves, the House, and the public, a great deal of dissension and needless trouble.

◉

USING MANUFACTURERS' CIRCULARS.

Complaints are often made by manufacturers, that retailers do not make proper use of the advertising circulars which they issue so prodigally. But sometimes there are complaints coming from the retailers that they do not receive enough of such literature to suit them.

One of these complaints came to us the other day, from a hardware clerk who is always wide awake to use everything in the shape of printed matter which will help him in decorating his display windows, or in initiating business by handing circulars to his customers.

If both manufacturer and retailer are anxious to have this advertising matter distributed, what is preventing it? Surely it is only a case of the maker and ultimate distributor not getting together in the matter. If the manufacturer knew that the merchant wanted his circulars and would make good use of them, he would be sure to send a supply by the first express.

Jobbers should see that their customers are kept well supplied with manufacturers' circulars, to help move the goods from their shelves. Not only should the willing dealers be provided with advertising matter, but even the more apathetic should be strongly encouraged to use these selling helps, and to use them intelligently.

Here is some missionary work for jobbers' salesmen—to see that their customers have plenty of printed circulars, to help on the good work of selling, and to see that the circulars are used to very best advantage. It is in the best interests of manufacturers, jobbers and retailers, that sales should be increased wherever possible. Let them all co-operate in providing good live advertising matter for the public's edification.

◉

SHOPPING WEEKS MUCH IN VOGUE.

The "All British shopping week" is coming into great favor in England. The idea, as has been explained before, is for all merchants in a certain town or city to co-operate in holding a "trade revival" during a certain week of the year. All stores are decorated, special inducements are offered in the matter of price, and attractions are secured to bring out the populace and draw visitors to the town. As the name suggests, British made goods are kept to the fore during the week. The sale, therefore, serves a double purpose; it stimulates demand and creates a patriotic tendency to patronize home industry.

There is every evidence that the idea has "caught on" in the Mother Country and is enlisting the hearty support of the retailer, wholesaler, manufacturer and the public at large. The benefits are pretty equally shared by the first three classes named and the British Export Gazette suggested that "it is one of those ideas which, if materialized in the proper spirit, should tend above all things to cement the relationships between wholesalers and retailers."

In Canada the idea has been taken up, to a certain extent, but in a modified form. Shopping weeks have been held in certain cities recently but the purpose has been narrowed down to the mere stimulation of trade; in which respect, they are reported to have been quite successful.

◉

POINTED EDITORIALS.

Wonder why they didn't have a Police Committee at the B. C. Convention?

* * *

Hardwareman named Luck is starting in the West. Here's wishing him lots of it.

* * *

Jack Frost's sudden return, this week, brought visions of another demand for skates and snow shovels.

* * *

A good time to change from the credit to the cash system is right now—before the Spring rush commences.

* * *

You can tell the real live hardwaremen by the way they are beginning to show house-cleaning goods in their windows.

* * *

H. C. Martin, the new President of the Hardware and Metal Association of B. C., formerly traveled for H. S. Howland Sons & Co., of Toronto.

* * *

The tin market is showing a continued slump and the syndicate apparently is quite indifferent to it. The situation bears some resemblance to a cat playing with a mouse.

* * *

The special number of Hardware and Metal, issued next week, promises to be one of the best publications relating to the hardware trade ever put out. None can afford to miss it.

* * *

President Kirk of the B. C. Association, made a fast trip across the Continent but he only reached New Westminster in time to tell the banqueters what a good time he had at Peterboro.

* * *

Monsieur Turpentine, the world's greatest aviator with the possible exception of that peerless soaring artist, Mr. Beefsteak, has broken all records this time both for altitude and duration of flight.

* * *

Members of the Hardware and Metal Association decided, in convention, to close their stores every Saturday afternoon from May to September. That New Westminster lacrosse team is too strong a counter-attraction.

* * *

Reports from the Savannah Board of Trade show that during the past week turpentine has advanced from ¼ to ½ cent per gallon every day. To-day's price is the highest recorded since the Civil War, and nobody can tell where it is going to stop.

* * *

In spring the housewife's fancy sternly turns to carpet beaters, vacuum cleaners and such like things. This seasonable desire to clean the house and tear up things generally means business for the hardwareman, if he is prepared to meet it. Have you got your stock ready?

Our Page for Hardware Clerks

WHAT WOULD YOU SAY?

DON'T FORGET THE CONTEST.

Already we are receiving contributions from hardware clerks who are entering the contest announced in the last issue of "Hardware and Metal"—the "Vacuum Cleaner" contest in the "What Would You Say?" series.

Let's get together and make this the biggest contest ever yet carried out by Hardware and Metal! Anybody who is a clerk in a Canadian hardware store, is entitled to compete.

The contest closes at noon Wednesday, March 29th. Put on your thinking cap, and get in on it. Full particulars are given on the "Page for Hardware Clerks," issue of March 11th.

STUDY YOURSELF.

The Greeks had a proverb "Know Thyself," which was at the root of all their philosophy. It lead them to study their origin as human beings and as a nation, and also to learn their own physical and mental make-up.

The hardware clerk cannot do better than to take this old Greek proverb, for his own personal motto. The surest and almost the only way to improve oneself, is by knowing one's strength and weakness.

Analyse your every action, as carefully as if you were investigating a machine. Does it show a little weakness here, or a little uncouth ruggedness there? How could you improve upon it, if the rame situation arose again? Similar situations are bound to arise, and, by studying things out in this way, you will be prepared to show yourself master, the next time.

More than that, a study of your individual actions will soon enable you to locate, in a general way, the strong and weak points in your character. Then, it is for you to develop the weak ones to strength, and the strong ones to greater strength.

Have you ever had a customer leave the store without making a purchase, after you had tried hard for a sale? Of course you have, and you will probably have a good many other similar experiences. Well, the next time such a thing happens, just take a few quiet moments and study yourself. What was wrong with your argument? Where did it fall down? How could you change your style of presenting the case so to ensure a more favorable outcome?

This kind of self-analysis may disclose some surprising weaknesses in your selling methods, and, once you have learned them, you can set to work improving them. It will surprise you to notice how soon your percentage of lost sales begins to drop off.

Watch for Leaks.

Be on the lookout for any leaks in the business which may be cutting down the profits. You are in a good position to discover such things by watching and effecting real savings, you are making yourself just so much more valuable to your employer. When you discover any place where there is a waste of material, go to the proprietor, and mention the fact to him and if possible give some plan for overcoming it. He will appreciate the interest you are taking in the business.

Straight Talks on Hardware Salesmanship

TALK No. 16 BY VICTOR LAURISTON

STRAIGHT TALKS: YOUR HANDS OR YOUR HEAD?

By Victor Lauriston.

Did it ever strike you that Monday is the great bane of the housewife's existence—and, in that connection, that the washing machine opens to you a wide avenue of profit?

You handle washing machines, just as you handle plenty of other contraptions invented by ingenious Man for the lessening of labor. But there are two ways of handling washing machines—and this applies also to the other contraptions. You can handle them with your hands; or you can handle them with your head.

And the difference is strikingly illustrated by the fashion in which washing machines figure in the window displays of rival merchants.

McSmith, hardwareman, handles washing machines. Now and then, at twelve-month intervals, when he is hard put for something to display in his window, he shows a washing machine. Occasionally he adds a price tag. That is all. Sometimes people halt and gaze at the washing machine. Sometimes they peruse the price tag. Now and then a passer-by drops into the store to enquire further. McSmith sells a few washing machines. He sells them to people who want washing machines, and who know they want them.

O'Jones, hardwareman also, never lets a window display stand for more than a week. Hence, his inventive faculties, and those of his clerks, are kept busy designing window displays. The other day, as, tearing out a window display, he propounded to himself the question, "What's next?" the thought flashed to him:

"Why not display a washing machine?"

And here is the way O'Jones displayed a washing machine.

He cleared out the whole window. He put linoleum on the floor, and hung oilcloth at the back. He put in a washing machine. He put in an ironing board, and a sheet in process of being ironed with a gas iron. He put in a big clothes horse and a little clothes horse; and both the garment palfreys were laden with vestments and similar articles. He put in two galvanized tubs and a copper boiler. He put in a bar of soap and a cake of blueing and a package of starch, a wash board and a wringer, and——well, he put in everything you or I could think of, and he added a lot more things that he thought of all by himself, without any help of ours.

Nor does that mean that he flung the articles into that window haphazard, as though they had fallen there by accident, or arranged them in neat, precise, illogical rows like so many soldiers on parade. Not a bit of it. O'Jones put the wringer here and the ironing board there, and the basket just below the ironing board so that the sheet in process of being ironed trailed quite naturally into the basket. The iron was properly connected by rubber tubing. The boiler was hanging from the ceiling, as, at ironing time, all good boilers should hang. The washer stood over yonder, and the tubs next to it. That window display wasn't just a mere arrangement of goods; it was a picture.

Of course it took time. Also it took thought. Also, it took effort. But it didn't take as much time and thought and effort as it would have taken if O'Jones, instead of concentrating his whole soul for the time being on the job of designing and arranging that display, had let his eyes stray up and down the street and his thoughts go kiting to the other end of the universe. He used his head in the work of putting together that window display, just as he used it in concocting the original idea.

Half an hour later O'Jones was waiting on a customer when he felt a tap on the shoulder. He glanced around and gazed into the eyes of an occasional patron.

"That's a pretty nifty window display you've got, O'Jones!" said the man.

"It's not so bad," returned O'Jones, modestly.

"It's just the thing we've been wanting for the past ten years," pursued the man, enthusiastically. "I never dreamed there were so many convenient things for washday. I want them all. What's your price for the entire outfit?"

News and Methods of Canadian Hardwaremen

Peterboro Hardwaremen Showing Attractive Windows — Unique Device for Advertising a Silver Polish.

GOOD CONTRACTS AWARDED HARDWAREMEN.

Kingston.—Contracts for the Nicol metallurgy building, at Queen's University, were awarded to-day, and all the contracts were secured by local men as follows: Masonry and carpentering, Michael Sullivan; heating, plumbing and tinsmithing, McKelvey & Birch; wiring, Elliott Bros.; painting and galvanizing, W. J. Savage. The total for the above contracts, will amount to $45,000. When the building is completed and equipped, the cost will reach $55,000.

The agreement with the contractors calls for the completion of the rear or wing portion for laboratory purposes on Sept. 1st. The main portion is to be ready for occupancy on Jan. 1st, 1912. The excavation was made a year ago, so that the foundation can be started as soon as the frosty weather disappears.

W. C. Bennett, who for twenty-three years was foreman for the late S. J. Horsey, Princess Street, in the hardware business, tinsmithing and plumbing, has started in business for himself at 373 King street. He has been a hard-working foreman, and his friends wish for him every success in his new undertaking. He has had long and valuable experience.

Kingston.—The Mica Works, King St., which have been operated by H. W. Richardson, were this week removed to Trenton, New Jersey. The removal was made because of the fact that it was found to be a more suitable place for the manufacture and shipment of goods. For some time past, the company has had under consideration the removal of the plant.

ATTRACTIVE TRAPPING WINDOWS SHOWN.

Peterboro has now resumed its normal condition (especially the hotels and hardware stores), after the strain and stress of convention week with its attendant late hours for the personel of the hardware stores in town. The clerks of the various stores too are vieing with one another as to who has the best collection of souvenirs of that busy week of weeks.

Most of the stores too, have a motley collection of hardware which hitherto has not appeared in their regular stock of goods, left by this or that manufacturer, thus saving them the freight back to factory or warehouse.

The Kingan Hardware Co. here bought a large portion of the Taylor Forbes Co.'s display, especially in the mangle and similar washing day necessaries and have had their big window dressed as a "Wash Day Necessities" window. Mangles, washing machines, wringers, sad irons and ironing boards, etc., making up the display which has resulted in a number of sales. Mangles especially are the subject of many enquiries as to prices, mostly from old country people to whom they are almost a household necessity. The rubber rolled wringer is not so familiar to most of them.

Spring is making itself felt, and trappers are getting their traps and outfits ready, a quantity being purchased this last week. The Kingan Hardware has an excellent trapping display in their north window, the base being a light green paper representing verdure, covered with moss. In the centre is a large hollow log with squirrels and muskrats arranged in a lifelike manner in and around rushes and branches of trees, a trap being set at one end of the log where there is a large hole, apparently in the hope of some animal emerging from the said hole. Other traps and trapping material are arranged in the window; a movable sign being operated by the opening of the door reading "Are you trapping this spring?" on one side and on the other, "If so we have the traps," while a card giving the latest prices of furs is shown in the rear of window. It was dressed by H. Hammell.

The Peterboro Hardware Co. has also an excellent display of washing day articles, centrally in the window being "Nancy Hanks," the Asbestos Iron People's automaton, ironing and explaining the features of their iron. Washing machines and other wash day goods making up the balance of display. Their other window is a trapping window. The ground work is cotton batting, frosted to represent snow, and a fox weasel and skunk are the animals most centrally located. The fox is mounted in a very aggressive manner with a stick apparently driving Mr. Skunk away from him, and is represented as saying "You should spell it St. not Sk." Various kinds of traps and trapping goods are used in the display which was dressed by Bert Gillespie.

AN EX-PRESIDENT'S STORE.

It is hardly necessary to say that the photograph of A. W. Humphries & Son's store which is reproduced on this page was taken in mid-winter. The display of skates and heating goods proclaims that fact, and it is evident from the style of skates shown on the sample board that Humphries & Son go after the quality trade in this line

At the left, is a fine open-front counter displaying silverware. Its effectiveness is lessened however, by the lamps which are placed quite closely on the glass top. There are also too many articles hanging from the ceiling, and we would especially suggest the removal of the cross-cut saws.

The genial countenance of A. W. Humphries behind the right hand counter, will be familiar to all members of the Ontario Retail Hardware and Stove Dealers' Association, of which he was the first president.

MECHANICAL DISPLAY OF SILVER POLISHING.

Toronto.—Wainwright's hardware store on Roncesvalles avenue, succeeds in stopping most of the passers-by this week, by reason of a well-conceived mechanical device in one of their windows. This is designed to show the polishing qualities of "Wonder-Shine," and it consists of an endless chain arrangement which takes a number of black, tarnished spoons through a bath of "Wondershine" solution, from which they always emerge bright and clean. The machinery also operates a large wheel at the top, from which are displayed cards, giving, in large letters, a story of "Wondershine's" advantages, and showing how to use it in the household. The contrivance makes a telling advertisement.

BUILDING BRISK AT DAUPHIN.

Dauphin, Man.—Ald. Stelck, of the hardware firm Sutherland & Stelck, has been very active in promoting the town's claims for Government buildings which are pressingly needed here. As a result of the efforts put forth, the Manitoba Government are providing, in the estimates, for the erection of a new Land Titles Office, and a site will also be secured, at once, for the erection of a suitable telephone exchange building.

It is expected that, by the end of the year, the C.N.R. will erect a splendid new $50,000 station at Dauphin.



Interior of A. W. Humphries & Son's Hardware Store, Parkhill, Ont.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 46.

MARKETS IN BRIEF.

Toronto.

Turpentine—Increased 5c to 10c.
Rosin—A large increase.
Tin—Reduction of 1c.
Antimony—Down 1½c.
Lock Sets—Small reduction in one variety.

MONTREAL.

Montreal, Mar. 17.—Referring to the metal market from a local standpoint, the general opinion is favorable. Business is reported fairly brisk, and the outlook seems to indicate prosperous conditions. In the primary markets during the week tin weakened, but directly showed signs of strength. Copper is firmer, according to London quotations, but in the American market there was not the same showing. Lead is dull and a little easier, while spelter has been quite steady and rather uneventful. Pig has also been rather quiet. Reports are received of heavy steel orders that are interesting as an indication of the volume of business that may be expected. The Canadian Northern Railway Co. have added to their orders for rails from Dominion mills, making the total orders placed with Dominion mills 90,000 tons. Other large orders of rails have already been noted. Importations of steel from the United States include 11,000 tons of structural shapes for Canada, 10,000 tons to be delivered at Montreal and 1,000 tons at Winnipeg. Local trade reports are entirely of a satisfactory character.

Pig iron.—There is not much change in this market. Prices have not been strengthened to any extent and the general situation is not entirely satisfactory. However, nothing yet of any great importance has occurred, and it is hardly expected that there will be any pronounced activity for some time. We quote Summerlee, No. 1, $21.50 to $22.00; Middlesboro No. 3, $18.50 to $19.00; Canadian No. 1, $19.50.

Copper.—Standard copper in London seems to have been supported of late, showing slightly increased quotations, whereas New York quotations showed a rather steady decline. At 12¼c considerable business was reported, and following that the price dropped to 12.20c. Locally, business is fair. The present situation is expected to obtain until about the first of the new month.

Tin.—Tin has been very unsettled of late. Nothing new is reported locally, trade being confined to regular lines.

Spelter.—This market has been quiet, although a number of orders have been placed of late. The quotations have been steady and reports affirm more or less dullness.

Lead.—While lead has been declining, the movement has been draggy, and lead has been easy and quiet. The situation shows no improvement upon that of last week.

Scrap.—Prices are still easy and demand is light.

Prices are normal, thus:—Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron No. 1, $14.50; No. 1 wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5.00; stove plates, $12.50.

TORONTO.

Toronto, March 16.—The metal situation is entirely satisfactory. Business is exceptionally brisk here in all lines and orders for immediate, as well as future requirement, are being received in large bulk. The volume of trade done so far this year has been in excess of the records for the same period last year. Some local houses report that there has been quite a margin to the good so far over 1910; others are hardly as confident, but all agree that there has been a betterment.

That trade in metals will continue brisk is assured by the fact that stocks locally are light. A number of jobbing houses have been in the market for fresh supplies, which indicates an active demand.

No changes in price of any great importance were recorded during the week. Tin slumped another cent and antimony receded high way to the former price. No particular significance is attached to the developments in these metals, however, and certainly the trade transacted locally has not been affected in any way.

Tin.—The situation is rather puzzling in some respects. A drop of 1 cent in price was recorded this week, making the prevailing quotation 42 cents. The reduction was due, of course, to the continued slump in London, where the syndicate seems to have slackened, temporarily at least, its firm hold. There are no new developments to account for the decline in London. A contemporary suggests that "the syndicate are evidently not ready to do anything yet, and the market is being allowed to knock around for the present."

Business in tin locally is very brisk. The condition here reflects pretty accurately the situation elsewhere. The American Metal Market says: "There can be no longer any doubt that the American consumption of tin is breaking all records. Over 5,000 tons will probably arrive this month, and there is every indication that the statistics will show the deliveries into consumption perhaps the largest of any month on record. The previous high record for a month's delivery has been 4,200 tons."

Antimony.—There is a livelier tone to the market in respect to antimony and more enquiries are being received. The price has slumped a cent and a half per lb. locally. The operations of the syndicate are not being watched with the same degree of interest now as when the "coup" was first sprung and the initial advance made.

Copper.—Large business is being done here in copper. In fact, of all metals copper seems to be showing the best tone at the present time. Supply and demand are "hitching" to a nicety and fullest confidence is being displayed.

Pig Iron.—The situation is unchanged, but more enquiries are being received and an early improvement is anticipated. Prices remain firm as follows: Canadian Foundry No. 1 is $19.50 and No. 2, 50 cents a ton less. Old country iron is quoted at $20 for Middlesboro No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50 and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50 respectively.

Lead.—More enquiries are being received and an improvement all around is very noticeable.

Spelter.—The market is unchanged as far as spelter in concerned. There is an active tone locally and enquiries are plentiful. On the primary markets a better tone is noted.

Old Materials.—There is little doing here and prices are reported to be a little easier. Quotations to-day are: Heavy copper and wire, 10½c.; heavy red brass, 9¾c.; heavy lead, 3c.; light copper and bottoms, 9¾c.; tea lead, 2½c.; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

U. S. METAL MARKETS.

Cleveland, O., Mar. 16.—The Iron Trade Review to-day says:

New business is being handled in a quiet way and there has been little excitement in the iron and steel market during the week. While consumers in most cases are buying conservatively, orders are coming in at about the same rate as last month, and some steel companies report that orders entered on mill books so far this month are in excess of those for the first two weeks of February. The railroads are specifying fairly well aginst contracts for steel rails and are negotiating for heavy tonnage for spikes, but buying of other materials by such companies is comparatively light. The present quotation of $1.55, Pittsburg, on railroad spikes will be withdrawn March 31, and all mills are maintaining $1.60, Pittsburg, for second quarter delivery.

Shipments of tin plate at present are heavier than at any time during the past 12 months, and heavy specifications have been received for April and May delivery. Some large contracts for third quarter shipment have been placed at to-day's price, but manufacturers will not quote this figure for delivery over the remainder of the year. The sheet market is quiet. The recent advance of $1 a ton on wire products has brought out heavier specifications and mills are maintaining a satisfactory schedule. There is heavier inquiry for steel bars, and some mills have accepted contracts for delivery into the third quarter at to-day's price, $1.40, Pittsburg.

HARDWARE MARKETS

MONTREAL.

Montreal, March 16.—Business continues to roll into the various houses in encouraging proportions. Reports state that orders are very general and are also generous. It seems that the amount of business now passing is probably an improvement upon the trade of a year ago. Some individual houses may not be inclined to agree entirely with this, but the consensus of opinion shows much satisfaction with the trade up to the present and an optimism for what the future has in store. The country's natural growth is bound to show an effect on the hardware trade and together with a feeling of prosperity and the increased appreciation by the retail trade of the opportunities presented to them are all good reasons for even anticipating a bigger volume of business. From all parts of the country also, are reports that the building trades are showing unmistakable signs of returning vitality. There is also an intimation from the country districts that farmers are showing new activity and are to be included among the new buyers of hardware at this season.

While there is an enquiry for building supplies in general, there is a new demand for carpenters' tools and also for brushes, etc. On the whole the condition of affairs continues good and it is to be hoped that no break will be experienced in the run that is now commencing to increase with each succeeding week.

Contractors' Supplies.—The weather has been favorable to any outdoor work that has been in progress and also has suggested the commencement of proposed work. Not a great deal of headway has yet been made in regard to the latter, but the real "spring opening" is not far remote. Dealers are stocking in anticipation of the demand and a liberal amount of orders have been general.

For the best quality of shovels and spades the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full bolted, $22.50; drag scrapers, $5.75 and upwards. Trade in these lines at present is quite fair.

Heavy Hardware.—Among the orders that are coming in freely just now, bolts and nuts find a rather prominent place for the reason that demand is good and is growing. The discounts offered are: on carriage bolts, ⅜ and less, 70 p.c.; coach screws, 75: stove bolts, 80 and 7½ p.c.

An advance has been quoted on horseshoes during the past week, the quotations being as follows: Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15, No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35, No. 1 and smaller, $4.60; "X.L." steel shoes feather-weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0 to 4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75 f.o.b. Montreal. Extra for packing, up to 3 sizes in one keg, 10c per cwt., more than 3 sizes, 25c.

Household Utensils.—Demand is improving in this department and is manifested by orders for practically all lines of household utensils that receive a new impetus with each spring. Few orders now exclude this class of goods. The following quotations may be of interest to the trade: Food choppers, from $9 to $15 per doz.; marmalade slicers, $1.35 each; bread makers, $18 to $24 per doz.; ice cream freezers, 1 qt., $1.50, 2 qt., $1.65; 3 qt., $2.05; 4 qt., $2.50; 6 qt., $3.15; 8 qt., $4.; cake makers, $18 a doz.; coffee percolators, $1.75 to $3.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz. list; Universal, $37.75 per doz. list; Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½ per set; nickel plated, 87½c per set; common sadirons, 4 to 7 lbs., $5 per cwt.

Spring Lines.—A rather brisk movement is reported in most spring lines, the trade apparently feeling that it is not too early to look forward to this branch of the spring business. The demand is covering a rather comprehensive list. Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamps, ½ to ¾ in., 25 cents a doz.; hose couplings, ½ to ¾ in., $1 a doz.; lawn sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $24 a doz.; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz., reels, 75 cents each and upwards; garden wheelbarrows $27 a doz. The discount offered is 50 and 50 p.c.

Sugaring Supplies.—Business in this department is still good as the sugaring season rapidly approaches. Already in some districts trees have been tapped. Eureka spouts are quoted at $6 per thousand.

Wire.—There is nothing specially new in wire this week. There is a good demand felt and this department is flourishing. Present prices are: Barbed wire, $2.35; plain twist, $2.55; galvanized wire base, $2.27½; coil fencing (9), $2.-30; (12) $2.45; staples, bright, $2.60; galvanized, $2.85. There is bound to be a revival of activity in the demand for wire as soon as the weather permits outdoor work.

Sporting Goods.—Business in fishing tackle and baseball goods is "fine" to use a favorite word of the sporting goods man. The orders are numerous and this department is making a good showing. The factories have been behind with some goods, but are pretty well caught up now. Judging from the amount of new business that is reported it is evident that numbers of the retail trade are going into this feature of business or are increasing their efforts.

TORONTO.

Toronto, March 17.—A splendid volume of business was transacted during the past week. Business showed a marked stimulation in practically all lines, and it is quite apparent that the trade has passed out of the late winter rut and got nicely started on the spring trade rush. A large number of orders are received for April and May delivery, but there are also enough received for immediate shipment to keep the jobbing houses rather more busy than usual at this time of year.

Trade is pretty well distributed. Everything is moving, even stoves and heating goods. It cannot yet be said that any one line is unusually busy, the demand being spread more or less evenly throughout all departments of the hardware business.

Price changes are anticipated in some lines of builders' hardware, lock sets particularly. It is understood that a revision of prices is under consideration, but is not yet completed. In the meantime, a reduction has been made in one variety of lock sets, generaly known as No. 51.

Seasonable Lines.—There is a heavy demand now for spring goods. Spades, shovels, axes, wire fencing, hose, rakes, shears, lawn mowers, sprinklers and similar goods are moving out in good bulk. The favorable weather of the early part of the week had a considerable effect on trade conditions, causing a rather remarkable stimulation of demand for spring articles. Most of the orders received are for immediate delivery, showing that the trade is preparing early for the spring business. There is a growing call for summer goods, mostly for delivery early in May. Included in this class are such goods as screen doors, mosquito netting, ice cream freezers, refrigerators.

Builders' Hardware. — There is a splendid demand noted in this line. Orders are pouring in from all sections for nails, screws, locks, tools and contractors' supplies generally. The rather unusual activity noted in these lines, taken in conjunction with the reports of the preparations being made for extensive building operations, points to a heavy year for builders' supplies. The reduction in one variety of lock sets is the only price change noted this week.

Heavy Hardware.—Orders are being received in good bulk for chain, nuts, bolts and rivets. Wire is also moving well. Present quotations are:—Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½. There is a heavier demand for inch and a half cut nails than for many years and wire nails of all sizes are much in demand.

Harvest Tools.—The call is pretty heavy at present and there is every indication of a large trade in harvest tools.

Sporting Goods.—Business is brisk in this department and a daily improvement is noted. Winter sports being now a thing of the past, the demand sets entirely to spring sporting supplies. Baseball goods are selling well and there is a brisk call for fishing tackle and anglers' supplies, golf utensils, cricket goods, football and aquatic supplies. Many of the orders are for delivery at once, but a number still are ordering for delivery later.

The Western Hardware Market Situation

General Trade Brisk, Due to Excellent Weather Conditions — Merchants Stocking Heavily—Many New Hardware Stores in West This Spring—Big Movement in Heavy Hardware— No Price Changes Reported.

Winnipeg, March 16.—The general trade has taken on a very brisk tone during the past few days. This is due to the excellent weather and splendid transportation facilities in addition to the general activity on the part of the consumer throughout the West. Merchants are stocking in a way that they have never been known to before, and this fact coupled with the important one that many new hardware stores are opening up this spring in every corner of the West, tends to create a very promising hardware season. Local wholesale houses are busy shipping general spring hardware and harvesters' supplies, and as the season advances the ordering will continue to be heavy in a wide range of spring and summer goods. A feature of the trade at the present time is the movement in heavy hardware, including bar iron, corrugated iron, iron pipe, and wire.

Markets are undergoing changes, and the price of rope is badly mutilated. No house is making an authorized statement as to any change in the price from those quoted below, but every house is selling rope at lower prices. It is believed that a lower fixed price will be quoted next week. Enamelware is being stocked very heavily at the present time and the price is strong. The market is also very strong in solder, tin plate and wire. Wire is being advanced by the manufacturers 10c per cwt., and jobbers will raise their price next week, when we hope to have new quotations.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.83; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10½oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in., $17.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No 0 to 1, $4.65; No. 2. and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; $4.75; No. 16, $5.

No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base $25.75 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — 1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $2.95; plain twist, $3.25; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15,

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

An active demand still continues for all lines of paints and oils, but no changes have taken place in prices this week. Linseed oil and turpentine markets are growing stronger and stronger, and a further advance is not unlooked for. Wholesalers state that they have all the trade they can handle now, and enough orders are in to keep them busy for the next week or two. Present prices are:—

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18½c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 23½c, Keystone Special, 18c, Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

NEW HARDWARE WAREHOUSE.

New Westminster, B.C.—A large wholesale warehouse is being constructed by Anderson & Lusby near Tenth St. on the site of the old Vulcan Iron Works factory. The framework has been erected and the building is being sheeted with galvanized iron. Four carloads of stock are on the road to form the nucleus of the reserve stock in the building.

The new warehouse covers a space 58 by 84, and the posts are 20 feet in height, allowing room for a large quantity of iron of all sizes to stand on end. A deck runs two-thirds of the way around the building. There is a driveway through the building and a spur track from the railway. A traveling crane will be installed later.

Anderson & Lusby are the oldest hardware firm in British Columbia. The business was started by James Cunningham, and by him sold to Campbell & Anderson in 1888. Later, R. F. Anderson took over the business. He was burned out in 1898 and again in 1902. L. B. Lusby entered partnership and assumed the management in 1903.

HARDWARE TRADE GOSSIP

Ontario.

Robert Watt, of Watt & Squire, Brantford, is around again after a serious illness.

Col. Gartshore, general manager of the McClary Stove Co., was in Toronto on Thursday of this week.

The hardware store of E. S. Eakins suffered during a disastrous fire in the village of Millbrook.

Mr. Malcolm, of Stevenson & Malcolm, Guelph, is reported to be dangerously ill with pneumonia.

The Collingwood Hardware Co., have entered among the merchants who are interested in a library contest, which closes May 1.

P. D. McCallum, Glencoe, has sold his handware business to Sutton & Lutz. Mr. McCallum, it is understood, intends to go farming.

Wilson Bros, Drayton, Ont., are selling off their stock of hardware at a reduction in price, with a view to moving to Vancouver this summer.

The T. I. Thomson Co., of Owen Sound, put through an important deal this week, when they bought out the business conducted by R. A. Morran and Son.

R. Conn & Son, Heathcote, general merchants, are going out of business and are holding big reduction sales, with the intention of clearing out their hardware and clothing lines.

During the sale of the hardware stock of McLachlan Bros., Vancouver, such large crowds assembled that the police had to be summoned ta keep the people from breaking the plate glass windows.

The hardware clerks of Collingwood defeated the drug clerks by 3 to 1. The hardware team lined up : Goal, Van Vlack ; point, Livinstone ; cover point, Henderson; rover, Brown; centre, Sanderson; l.w., Wilson; r.w., Winters.

Brickman & Co. have purchased the business of D. L. Myers & Co., 46 Wellington Street, Stratford. In addition to a full line of plumbing supplies, the the new firm are putting in a new line of cutlery, ready mixed paints and varnishes. They also intend to add a small assortment of hardware.

The hockey team of Boxall & Matthie's hardware dealers, Lindsay, defeated St. Mary's by a score of 3—2, and won the championship of the Lindsay town league. The winners lined up as follows:— Primeau, goal; McMahon, point; Gamble, c. point; Sylvester, centre; Metherall, rover; Preston, l. wing; McConnell, r. wing.

J. G. Stewart & Co., Wingham, have sold their hardware business to G. Schmidt, of Schringville, and the new proprietor took possession on Monday of this week. Mr. Schmidt will move his family to Wingham at once. For the present Mr. Stewart will remain as salesman at the old stand, and Mr. Jas. Cloakley, the other member of the firm, intends taking a trip to British Columbia.

The Ontario Retail Hardware and Stove Dealers' Association do not lose much time. Witness the following from the Guelph Mercury: — "The properties for the commercial and industrial displays in connection with the 1912 convention of the Ontario Retail Hardware and Stove Dealers' Convention, which is to be held here next winter are already beginning to arrive in the city. Caretaker Ryde of the City Hall received a freight package of stuff a few days ago."

J. O. Cameron, who for the last couple of years has been store manager for E. M. Lapierre, Buckingham, has severed his connected with the business and accepted a position with McDougal, Limited, wholesale hardware merchants of Ottawa. Mr. Cameron will go on the road for this company. For the present Mrs. Cameron and family will remain in Buckingham. It is just two years since Mr. Cameron replaced G. F. Morgan at Lapierre's.

The Consolidated Plate Glass Co., Toronto, will move into their new building, 241 Spadina Avenue, in June. The building is five storeys in height and combines, office, factory and warehouse under one roof. It is 140 feet deep with a 50 foot frontage, the floor space provided being 4,200 square feet. The offices will occupy the front of the ground floor the balance of this floor being devoted to the storing of extra large plates. At the rear will be located a large shipping room with overhead trolleys to facilitate the handling of cases. The upper floors will be used for the smaller sizes of plate, fancy and window glass, and also for factory purposes.

The firm of Mackie & Ryan, Pembroke, has been replaced by a new firm, which goes under the name of Dewar & Ryan. Regarding the change, the Pembroke Standard says:—"The business was established in 1894 under the firm name of Skinner & Ryan. Upon Mr. Skinner's death the interest belonging to his estate was bought out by Mr. L. S. Mackie, one of Pembroke's progressive and successful business men of the younger generation, and the hardware firm of Mackie & Ryan became well and favorably known throughout the Ottawa Valley. Recently Mr. Mackie decided upon retiring from the hardware business with the view of devoting his energies exclusively to the lumb?r business in which he has become much interested."

Quebec.

The wholesale hardware business of N. Lemieux & Fils., Quebec, will be carried on in future by Victor Lemieux.

Valleyfield merchants are displaying sap buckets, patent spiles, tapping tools and other sugar making requisites in their windows, in anticipation of the sugar season.

The third annual banquet of the Montreal Hardware Hockey Association will be held on Saturday evening, April 1st, at Kastel's. As the season just closed has been the most successful since the institution of the association a large attendance is expected. The personel of the banquet committee is, J. E. Chaffee, Thompson Robertson and Jack Marnell, and the members of the entertainment committee are Herbert Seybold, P. Bolan, F. H. Malone, R. Desourey, and J. W. Fairfield.

Maritime Provinces.

Miss Helen Keefer has accepted a position as bookkeeper in the new store of W. Wylie, Rockwell, Kentville, N. S., which has just been opened.

Western Provinces.

J. E. Olson, Carnduff, Alta., has sold to W. T. Sparling.

The T. J. Trapp Co., New Westminster, will build a large warehouse.

Segel & Wild have started a tinsmithing and plumbing business in Winnipeg.

J. G. Lemky has taken over the tinsmith shop of Moore & Camroux, at Lamgham, Sask.

A. F. Fugl, hardware merchant, Tofield, Alta., is reported to be retiring from business.

J. B. Wilson, hardware merchant, Dubuc, Sask., has been succeeded by the Wilson, McIntyre Co.

MacGillivray & Montgomery, hardware merchants, Rouleau, have been succeeded by Charles Worden.

The hardware store of the Beach Co. suffered damage to the extent of $13,000 in the recent Cupar fire.

J. M. Agnew, Fernie, B.C., is putting up a new building, part of which will be occupied by his hardware business.

Latimer & Elliott, hardware dealers, North Vancouver, have sold to Patterson, Clarke & Goldie.

The Wood-Vallance hockey team of Nelson, B.C., defeated the bankers of that place by 6-5.

The Laird Trading Co., Laird, Sask., have disposed of their hardware stock to the Western Merchants.

W. D. Cameron, Elgin, Man., has accepted a position as manager of W. Hopkins' hardware store, Saskatoon.

It is stated that one of the wholesale hardware houses in Vancouver, will open up a branch office in Penticton, B.C.

C. Rannie has severed his connection with Lambert & Earle, Elkhorn, Man., and will assist in the store of G. W. Marsh until the end of the month, when he leaves for Calgary.

Interviewed in Los Angeles, J. H. Ashdown expressed himself as in favor of reciprocity. The interview was quoted at some length in American papers.

O. Short, formerly with the Miller, Smellie Hardware Co., Shoal Lake, Man., has accepted a position with Eakins & Griffin. J. M. Schank has accepted a position with the same firm, and will look after the implement department.

Hoshal and Carmichael of Brandon, have completed arrangements for the opening of a harhware business at Weyburn, Sask., and expect to be open for business about the first of April. They have secured the building occupied by Matheson & Son.

Mr. and Mrs. G. T. Barry, who are going to carry on the hardware business formerly conducted by the Strathmore Trading Co., are building an extension at the rear of the store, where they will have a first-class tinsmithing and plumbing shop.

STOVE DEALER CHOSEN PRESIDENT.

At the annual meeting of the Cobourg Board of Trade, which was held a week ago, A. R. Dundas was elected President.

Mr. Dundas is the right man for this position. He is a keen and aggressive business man, who has made a great success of his stove business in Cobourg. He does an extensive business in plumbing and sheet metal contracting, and keeps a large staff of men at work the year round. Under his guidance we may expect to see the Cobourg Board of Trade take a big step forward this year.

Making Sales Through Knowing How

A Paint Dealer Should Know His Goods—How Memory Draws Upon Experience.

An Ottawa hardwareman displayed salesmanship ability recently that was in keeping with his experience of nearly twenty years. It was a simple case, too, but it showed that he was thoroughly acquainted with the goods he had in stock, and also that he knew just how to advise a customer as to what was the best line for his requirements.

The customer, in this instance, required lampblack, but he did not know just what quality he wanted. The clerk who was waiting on him enlisted the aid of the proprietor, who knew exactly where to find the goods required, and was able to dwell upon the merits of several lines he had in stock.

He first pointed out what quality meant in coloring materials, and he illustrated his case by an experience he had on one occasion with yellow ochre. A contractor wanted to buy a rather large quantity of this, but he was not sure what kind to take. The hardwareman made the proposal that he take samples of three kinds he had in stock and the builder could mix them with his cement or plaster and find out by actual experience their respective merits. The result was that a grade selling at $2.25 was found to be about twice as good as another that retailed at $2, and a third kind at $1.50 was so weak in coloring properties that it had to be mixed almost equally with the plaster or cement.

Then going back to the plumbago, this hardwareman said: "You see, then, that as far as cheapness goes, the $2.25 ochre was really the cheapest, the $1.50 was the dearest. It is just the same with plumbago. Here is a line that I know will give you the best satisfaction and the highest return for your money. There are fifty of these pound packages in a barrel. You can take the barrel and use as many of the packages as you require and bring it back, and I will accept the rest."

He used other arguments, also, but his whole talk was on the line that quality was a greater consideration than price. At the same time he demonstrated that "the dearest was the cheapest," and appealed to the builder's purse. The whole transaction was dominated by the hardwareman because he knew the goods, knew what they would do, and knew how to place the matter before the customer.

COLOR CARD DISTRIBUTION.

A Canadian paint manufacturing company has adopted a new plan for the distribution of color cards and signs. Each traveler is given a list with the cost of every variety marked upon it. The list is supposed to be referred to closely, so that profuse distribution will be avoided in future.

The idea works well. At the Peterboro' Convention, one of the travelers of the firm was approached by two customers with a request for new signs. The traveler had been studying his list and he at once responded:

"Do you know how much those signs cost?"

"Cost? Didn't think they cost anything," was the reply.

"No, they don't cost you anything. They cost us $4.50," said the traveler.

The dealer was surprised at the amount and very wisely decided not to press his request. "I'll get my boy at the old sign with a pail of water and some soap," he said. "It can be made to look quite fresh again."

One manufacturer points out that, while there has certainly been a tendency to waste color cards, the fault has not been the retailers any more than the travelers, who have been prone to distribute them too freely and, for that matter the manufacturers, who have not put a check on their traveling representatives. The plan noted above is, therefore well designed to effect a reform.

BENT GLASS FOR STORE FRONTS.

Within recent years there has been a great development in the design of store fronts, and, even in small villages, the most modern constructions are frequently to be found. This opens up a field of endeavor for progressive hardware dealers, who are in a position to supply the plate glass, galvanized or copper cornices, paint, and other articles which go to make up a present-day store front.

The latest development, in this line, is the manufacture of bent glass, which is now made in Canada.

Importance of Bent Glass in Architecture.

The value of circular and eleptical curves in lineal design is so well understood by architects, as not to require much to be said by us here in suggesting their use for designs in important superstructures, merely to remark that the scope of our architects hitherto has been curtailed in making designs for buildings, especially for commercial purposes, where glass largely forms a part. This has arisen from glass for window openings being in flat sheets. It is nearly a hundred years since architects sought for glass to be made to given curves, and while the art of bending glass has been practised to a limited extent for upwards of seventy-five years in the district known as "Glass House Fields," London, England, the extensive use of it by architects for buildings is of much more recent date. Especially of late, in London, Paris, Brussels and other continental cities, its use has become extensive for show windows, composed wholly and partially of large sheets of bent plate glass, which are exceedingly attractive and well repay the proprietors.

Shop Fronts That Attract.

It has become the practice to brilliantly illuminate the streets at night which (in moderate weather) are acceptable promenades. Store or shop keepers advertise their wares after closing hours by a well-lighted window, and this is made more effective when the public can go under the shelter of the main buildings. Many of the finest shop fronts are so constructed as to admit of this; some receding back for a considerable distance from the street line, almost producing an arcade effect, while others are so arranged as to form a rotunda. These, where frontage admits, have spacious, imposing vestibules, which are dressed at night in some ready way like an ordinary window. The effect of these display windows is very beautiful, some having their ceilings adorned with mirrors in bold geometrical design, interspersed with electric illuminating lamps.

Excellence, utility and even a charm are secured by using bent plate glass for shop fronts, not obtained by straight lines. Glass, like sheet metal, has imparted to it a stiffness when bent, so that where the superstructure admits of it, bent panes of glass may be joined together in a continuous line by very light bars. In fact, where conditions are favorable, bars may be dispensed with, the two edges of the panes being merely butted together and so obtaining a very fine effect.

How to Use Bent Glass.

Where bent glass is used, the design should have a bold treatment, with the curves to as large a radius as possible. These curves produce the best effect, besides being the cheapest. A section of an elipse is equally as effective as a segment of a circle; such bent plates being bent over their entire surface, however slight it may be. The original richness of plate glass is not only preserved, but is enhanced by the charms of its curvature.

Canadian merchants have not had the advantage which bent glass affords until quite recently, owing to its having to be imported from Europe. After waiting months for bent glass, it often happened that it had been broken in transit. However, bent plates of very large dimensions are now easily obtained from Canadian Glass Benders, enabling our architects to produce as fine a class of store fronts as any of the continental creations.

MONTREAL PAINT AND OIL MARKETS.

We regret exceedingly that our Montreal paint and oil markets were delayed in the mails, and did not reach us until our last form had gone to press.

The feature of the situation has, of course, been the remarkable strength in turpentine. Quotations remain firm at $1.17 per gallon.

Floorglaze—the high-polish, quick-drying covering for things indoors and out; M. L. Pure Paints—long lasting, for everything paintable; Elastilite Varnish—durable and brilliant; this is the trilogy that builds permanent business for paint dealers.

Floorglaze

M. L. Paints

Elastilite Varnish

Imperial Varnish and Color Co., Limited
8-24 Morse St., Toronto

For Your "Best" Trade

Sample tins and prices on application.
Stocks at 106 Princess St., Winnipeg and 527 Beatty St., Vancouver

Brighter Days

never fail to call attention to dull metal surfaces, and just at this season you will find a big demand for

AUTO POLISH

It works like magic in cleaning and polishing brass, copper, aluminum, zinc, tin, steel, etc., and is positively guaranteed not to scratch the finest surface.

A line that gives genuine satisfaction with a liberal margin of profit for the dealer.

Write us for prices and details.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK CLEVELAND CHICAGO

PAINT AND OIL MARKETS

TORONTO.

Toronto, March 16. — The situation with reference to turpentine has been sensational during the past week, to say the least. At Savannah the price has steadily advanced each day, and the price locally has responded. To-day several quotations of $1.30 were received—a truly extraordinary price, the highest by long odds since the Civil War. Others quoted lower than that figure, but a distinct advance was noted all along the line. It is predicted here that the turpentine market is in for a long siege of high prices and that no limit can be placed to the price which it may attain.

Demand is strengthening up in most paint lines. Locally, the manufacturers and jobbing houses report a great rush of business and satisfaction is expressed on all sides. In addition to the regular paint lines, there has been good business done in a great number of specialties, such as wall finishes, bluestone, glues, boat pitch, rosin and floor finishes. Glue is used for whitewashing, which probably accounts for the active demand in that line. Brushes have been selling in large bulk. As a natural result of the beautiful weather, which prevailed early in the week, most of the orders received were of the "rush" variety.

Linseed Oil. — A firmer tendency is noted here, but prices have not altered since last week. The oil market has firmed up considerably in England during the past week. Prices in Chicago are reported to have advanced. Locally the supplies on hand are very light. This, combined with the fact that the prevailing fine weather has started outside painting to some extent, accounts for a marked stimulation in the demand. Good-sized orders are now being booked for linseed. Advice was received here to-day from a Canadian crusher that, in his opinion, relief from the high price could not be counted upon before June or July.

Turpentine.—The turpentine market has experienced a series of advances which have completely upset things, and have led to sensational advances. Some houses are quoting $1.30 to-day and, although this price may appear extraordinarily high, they claim that it is only in accordance with the ruling figures at the base of supplies. One quotation of $1.25 was received, but it was based on information two days old.

Reports from Savannah indicate that the stock there is being sadly depleted every day and that the current receipts are so small as to be of little consequence. A local commission agent declares that advices he has received point to $1.00 turpentine for the balance of this month and early in April.

It is said that the situation is as near the famine point in the United States as could be imagined, and not only are the stocks almost entirely exhausted, but the outlook for the next crop seems unpropituous at the present time. Labor troubles are cited and others claim that the dryness of the season is bound to militate against the crop. Much anxiety is being felt on that score; the country is void of moisture, streams are lower than in years, wells are dried up and the whole country is praying for rain. As one extreme very often follows another, it is feared that, when rain does come, as it may early in April or the month of May, it will tend to interfere largely with the gathering of gum for turpentine supplies, as the colored man objects to working in the rain.

Speculators are now offering from 10 to 15 cents per gallon more for turpentine for the months of May to August than was offered last season at this time of the year.

Rosin.—An increase of 55 cents in the price of rosin is reported at Savannah. The demand at present is so large that difficulty is being found in meeting it. The advance in the values of common rosins during the current season has not diminished their use to any appreciable extent and to-day the stocks are at their lowest ebb in many years.

White Lead.—White lead has been advanced in price in England and this development has not tended to discourage speculation here as to the probable future price. So far, however, the grinders have not made any advance in this country and there is no direct indication that they are contemplating doing so.

Putty.—Orders are neither conspicuously large nor frequent as yet. Standard putty is quoted at: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Varnishes and Japans.—There is a strengthening tone noted in all lines. No further advances in price have been noted this week, however. The demand is strong and, altogether, the market has a healthy tone. Orders for immediate delivery are now being received and the manufacturers are kept busy.

Shellac.—A firmer tendency is noted. The demand is satisfactory and shows promise of early growth.

Petroleum. — Prices are given this week as follows:—Canadian prime water white, 12½c.; United States water white, 14c.; Pratt's Astral, 16c. The market is strong with a good demand in evidence.

INCREASING DEMAND FOR GOOD PAINTS.

"It would surprise you," said a traveler for a local paint house, "that there are still hardwaremen who ask for a cheap and inferior line of paint. You can present facts to them which you would imagine convincing to even the dullest, but they are practically immovable. Thank goodness their number is decreasing, and every time I convert one of this kind to handle only quality paints, I feel as if I had saved a lost soul.

"Just last week I met one in a small town in this district, who told me that the majority of his customers wanted a low-priced paint. He agreed that it was not to be expected that an article of this kind would give the satisfaction that would be expected from a paint of recognized purity and high quality. The truth is that he had allowed himself to be satisfied with handing out a cheap line of paints because he could get rid of them without any effort, whereas, he felt that if he had a dearer paint he would have to sell it. I recited instances of businesses that had been developed by real selling work, and finally induced him to take a small order of our best paints, in order that he might prove to himself that his customers appreciated quality when the facts were presented to them in the proper light.

"I can remember numerous cases in which this same ground had to be gone over, and to-day these men would not handle anything but the best. There may be a few of them who carry a small stock of a second-grade paint, but they are very few. It is when you are on the road that you see the real results of a general education of the trade, and to-day, even when prices are so high, the tendency is to stand pat for quality even in the face of the existing market."

SPIRITS OF TURPENTINE	Opening	Closing	Sales	RECEIPTS	
				Spirits	Rosin
Monday, Mar 6	Fm 88 1-4	Fm ‖88¾	131	98	1145
Tuesday, " 7	Fm 88¾	Fm ‖‖89	38	138	470
Wednsdy, " 8	Fm 89	Fm §89½-90	107	45	339
Thursday, " 9	Fm 89½-90	Fm §§91	70	79	154
Friday, " 10	Fm 91	Fm †91½	57	111	596
Saturday, " 11	Fm 91 1-2	Fm ‡92	35	92	511
Sales reported this week			438	563	3215

Report from Savannah Showing the Systematic Increase There in the Price of Turpentine During the Past Week.

QUALITY WINS

For many generations the British House of Brandram has made the world's Standard grade of White Lead. To-day we are the only manufacturers from this grade of lead. The B. B. Genuine is supplied to the trade.

In the famous Brandram Process the lead after corroding, the method being one of the notable improvements over the old Dutch process — the lead is ground no less than five times, insuring an unrpproachable degree of fineness, in addition to the qualities of whiteness, body, spreading power and durability to which all users testify.

Keep the trade of those who know and make new customers come back again by handling the matchless

B. B. Genuine White Lead.

Write for prices and Pertinent Paint Pointers.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.	
Casting ingot.....	13 75	13 50
Cut lengths, round bars, ¼ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 3 " ..	20 00	22 50
Carron, special.....	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....		22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 90	2 90
All bright, 52 sheets.....	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...			6 10
24 " "			5 00
26 " "			3 85
28 " "			3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24.....	3 70
26.....	3 75
28.....	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	18 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	4 50	5 00
Sheets, 3 to 6 lb. ft.....	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 23

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$44 50	44 45

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box	
I C, 14x20 base.....	....	$6 00
I X, 14x20 base.....	....	7 25
I X X, 14x20 base	....	8 50

Raven and Vulture Grades—

I C, 14x20 base.....	....	5 00
I X, 14x20 base.....	....	6 00
I X X, 14x20 base.....	....	7 00
I X X X, 14x20 base.....	....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	5 50	5 75
I X, 14x20 base.....	6 50	6 75
I X X, 14x20 base.....	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....	....	4 50
I X, 14x20 base	....	5 25
I X X, 14x20 base.....	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base.....	....	4 25
20x28, double box.....	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin.....	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet bxs.	}	7 00
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72 x 30 up to 24 gauge, case lots		7 75	7 35
" " 26 "	....		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2.70; 6 wire solid line, No 17, $4 45; No 18, $3 10; No 19, $2 80 Al prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2 90 F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs., Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2 80; 11, $2.75; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....	....	2 45
Galvanized, plain twist.....	....	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.....		2 85
Plain.....		2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BEESWAX

Per lb.....		0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)..	....	0 07
Litharge, ground.....	....	0 08
" flaked.....	....	0 08½
Green copperas (green vitrol)....	....	0 01
Sugar of Lead	....	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	....	0 09
Chrome yellow, pure.....	....	0 18
Golden ochre, pure	....	0 11
French ochre, pure.....	....	0 09
Chrome green, pure	....	0 11
French permanent green, pure..	....	0 15
Signwriters' black, pure	....	0 17
Marine black, 25 lb irons.....	....	0 05

GLUE

French medal.....	....	0 10
German common sheet.....	....	0 10
German prima.....	....	0 15
White pigsfoot.....	0 15	0 20
Brantford medal.....	....	0 10
" golden medal.....	....	0 11
" brown sheet.....	....	0 10
" golden sheet.....	....	0 13
" gelatine.....	....	0 22
" white gelatine.....	....	0 20
" white glue.....	....	0 12
" 100 flake.....	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., ...	0 22½	0 22½
Tins, 1-lb., 100 in case.....	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks		0 09
" 100-lb. kegs.....		0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base.....	2 00
Canada Paint Co.'s pure.....1 75	2 00
Globe house paint (Windsor).....	1 60
"New Era" house paint (Windsor)..	1 85
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, H.O.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle.....	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints.....	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel.....	1 75
Island City pure paints.....	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints.....	1 65
Sterling.....	1 60

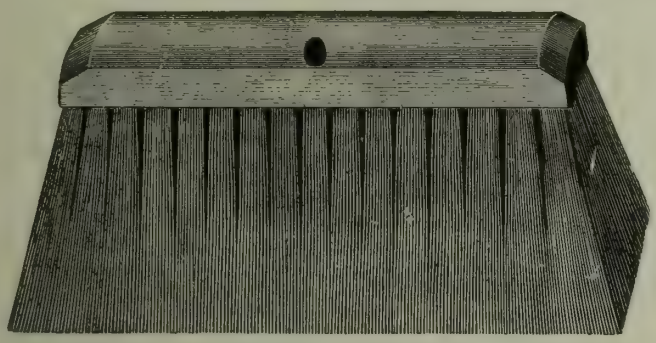


It may seem a little thing to sell a customer an inferior, showy article, just because there is slightly more profit for yourself. Just at such a time your are trifling with one of your most valuable assets—the confidence of customers who have helped to build up your business

SELL STANDARD GOODS AND BE SAFE.

BOECKH'S BRUSHES and BROOMS

for stable use are honest value and every one is guaranteed. Among our line of Dandy Brushes, Horse Brushes, Carriage Brushes and Stable Brooms are to be found the best selling lines on the market.

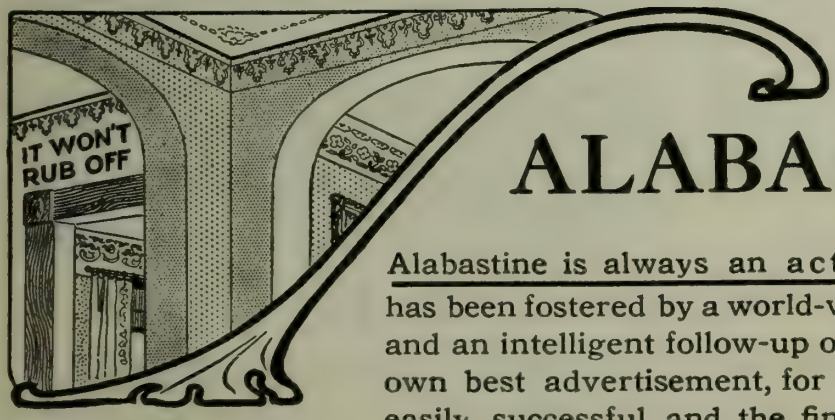


WRITE US FOR PRICES, ETC.

THE Boeckh Bros. Company, Ltd.

Offices: 80 York St., - Toronto, Canada

Factories, 158 to 168 Adelaide St. West.



INCREASE YOUR ALABASTINE SALES

Alabastine is always an active stock. The Demand has been fostered by a world-wide campaign of advertising and an intelligent follow-up of circulars. Alabastine is its own best advertisement, for even with home labor it is easily successful and the finish is clean and beautiful.

HERE'S OUR NEWEST IDEA

We will suggest up-to-date, artistic, color treatment for the homes of your prospective customers, sending them colored sketches showing what the tinted walls will look like, thus aiding you to make the sale. After they have purchased the Alabastine we supply them with stencils free, making artistic effects and pleased customers certain. If you have not our Information Blanks and Free Stencil Circulars, write to-day for a supply.

PUT US IN TOUCH WITH YOUR CUSTOMERS

This plan makes new business

The Alabastine Co., Limited

PARIS, ONTARIO

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 12½	
U S. Water white "	0 14	
U.S. Pratt's astral "	0 16	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 26
Wood Turpentine		0 80
Linseed Oil, " raw	1 11	1 20
" " boiled	1 14	1 23
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 95
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Cee Pee Co. enamel		4 50
Canada Paint Co's sun varnish		2 25
" Kyanize" Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 95
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7
Nuts, square, all sizes, 4½c per lb. off.	
Nuts, hexagon, all sizes, 4½c per lb. off.	
Stove rods, per lb., 5½ to 6c.	
Stove Bolts 80.	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Cyclone, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 85
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	95
2 Ply complete, per roll	1 15
3 "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9 No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lengths	3 30
" " "	4 00
" "	5 28
" "	7 26
" "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper nitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand) 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 1-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 66
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	8 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.
Heavy T and strap, 4-in 100 lb. net 7 25
" " 5-in. " 7 00
" " 6-in., " 6 75
" " 8-in., 6 50
" " 10-in. and larger 6 25
Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
½ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co. "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

Amatite ROOFING

Amatite is inexpensive, easy to put on, requires no care or attention or expense afterwards and gives excellent durability.

Ordinary smooth roofing requires painting every year or two at considerable expense and trouble. Amatite, however, has a mineral surface which *requires no painting.*



Saskatoon Fair Buildings, covered with Amatite Roofing, Saskatchewan, Can.

Use Amatite for every roof where you want to save expense. It is the most economical solution of the whole roofing problem.

Amatite Roofing requires no skilled labor to apply; it costs no more (in fact much less) than other roofings; and the fact that it requires no painting makes the total expense far below that of any other type of roof covering.

You can use Amatite for every kind of steep roofed building. We supply galvanized nails and liquid cement for the laps free of charge. Send for free sample and booklet. Address our nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

IT IS THE WIDE AWAKE DEALER

who gets the lead in the building trade. CONTRACTORS know the man who sells the right ROOFING and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

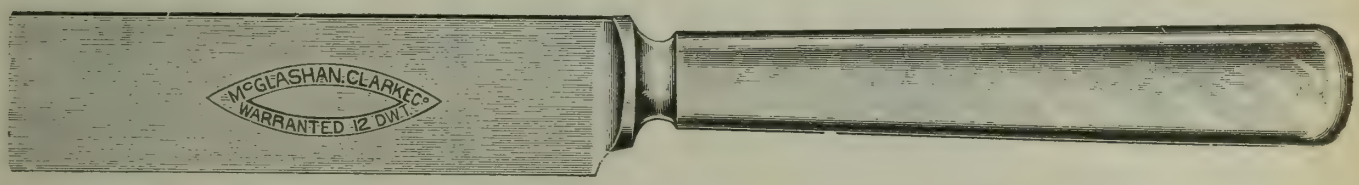
We carry a large stock of our leading brands, and our prices are reasonable always. Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

SPECIALIZE ON THIS KNIFE!



Made in both dessert and table sizes. Handle and blade are forged right out of one piece, the steel being finest English Cutlery Steel; 12 dwt. plate and finished with the utmost skill—put up in neat rack boxes of ½ dozen.

Have you a copy of our catalogue? It contains valuable pointers for every hardwareman Send for a copy to-day.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS: J. MACKAY ROSE, 83 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

HEINISCH

The above name on TAILOR SHEARS, TINNER SNIPS, SHEARS OR SCISSORS is your absolute guarantee of the very highest quality obtainable. We have 85 years' experience behind us, and the care taken in the selection of raw materials, together with correct tempering of the blades, have made HEINISCH GOODS the standard for the world. You will gain prestige with every pair of HEINISCH SHEARS you sell.

SOLD BY ALL JOBBERS

R. Heinisch's Sons Co. **Newark, N.J., U.S.A.**



Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Extinguishers
The Valor Co. Ltd., Birmingham, Eng.

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont
Charles Lindsay, Glasgow, Scotland

Fishing Tackle
Enterprise Mfg. Co., Akron, O.
Horton Mfg. Co., Bristol, Conn

Food Choppers
Enterprise Mfg. Co. Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor. Ont

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Guns
Harrington & Richardson Arms Co. Worchester, Mass.

Hammocks
Hohlfeld Mfg. Co. Philadelphia
The J. E. Palmer Co., Middletown, Con.

Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
E. B. Salyerds, Preston.
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, E., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lampblack
The L. Martin Co., New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Lights, Gas
Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadwick Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson, B. & S. H. & Co., Montreal.

Post Hole Augers
Fenn Mfg. Co., Charlotte, Mich.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Razors.
Christy Safety Razor Co., Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros., New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co. Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterworth Fdy. Co., Ottawa
Clare Bros., Preston.
W. J. Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co. Galt, Ont.
Gurney-Foundry Co Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal.
U.S. Steel Products Export Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Waffle Irons
Griswold Mfg. Co., Erie, Pa

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Star Mfg. Co., Carpentersville, Ill.

IT WAS PAINTED WITH



RAMSAY'S PAINTS

Every dealer likes to have a man satisfied with what he buys. It brings pleasant thoughts, a deal of satisfaction and a sure profit.

Can your customers point proudly to a job done with your paints?

If not—you are losing business.

The many hundreds of satisfied agents throughout the country for Ramsay's Paints are a guarantee that they are satisfied and that their customers are satisfied.

Do you know that in Ramsay's Paints you cannot get cheap paints, but you can get the lowest figure for the high-grade paints? That there is profit for you in every can and a guarantee for every consumer?

If you are ready to secure the paint trade in your section we are ready to see that you get it if you will communicate with us.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

Ingot Copper

Casting Lake Electrolytic

Prompt deliveries Lowest prices

Enquire at "The Metals House"

A. C. LESLIE & CO., LIMITED

MONTREAL

KEEP YOUR EYES OPEN

Your nearest competitor in the trade is very much wide-awake, but you can make sure of your share of the paint trade by handling

New Era Paint

This is the honest paint at the moderate price, which covers more surface, lasts longer and holds its color better than any other prepared paint.

WRITE FOR DETAILS AND PRICES

Standard Paint & Varnish Works Co.

WINDSOR, ONT. LIMITED

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

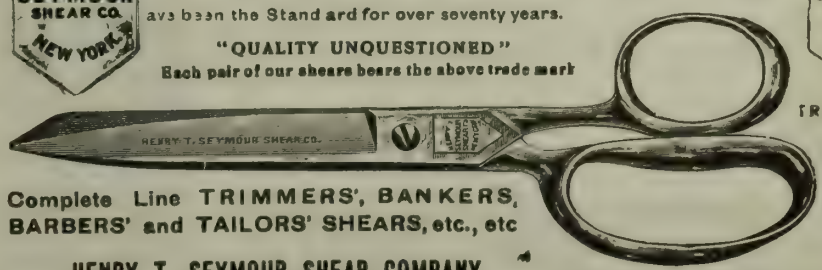
ave been the Stand ard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, *Agents*

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Alabastine Co 47
American Shearer Co..... 20
Andrews Wire Works of Canada, Ltd. outside back cover
Armstrong Bros. Tool Co..... 21 80
Atkins & Co., E. C 23
Atlas Mfg. Co..... 21
Aylmer Pump and Scale Co..... inside back cover

Barber Asphalt Paving Co..... 15
Barnett, G. & H. Co....outside back cover
Barton Netting Co..... 23
Belleville Hdw. & Lock Mfg. Co., Ltd. 71
Bemis & Call Hardware and To. l Co... 65
Bigsby & Sons, W. T..... 59
Boeckh Bros..... 47
Bosse & Banks..... 20
Booth-Coulter Copper & Brass Co..... 62
Bowser, S. F., & Co., Ltd..... 58
Bradstreets..... 62
Brandram-Henderson, Ltd..... 45
Brown Bogge Co., Ltd. 68
Buffalo Mfg. Co..... 68
Burrow Stewart & Milne Co., Ltd..... 22

Cameron & Campbell..... 21
Canada Cement Co..... 61
Canada Foundry Co..... 64
Canada Glue Co..... 11
Canada Metal Co..... 17 20
Canada Paint Co..... 53
Canada Steel Goods Co..... 8
Canada Wire Goods Mfg. Co..... 64
Canadian Copper Co..... 19
Canadian Hart Wheels..... 20
Canadian Sales & Mfg. Co..... 21
Cane & Sons, Wm..... 26
Caverhill, Learmont & Co 5
Cavers Bros..... 65
Chadeloid Chemical Co..... 60
Cheney & Son S..... 20
Chicago Flexible Shaft Co..... 13
Chicago Spring Butt Co..... 1
Christy Safety Razor Co., Ltd..... 15
Clauss Shear Co..... 53
Collins Mfg. Co..... 20
Connor, J. H., & Son..... 68
Copp, W. J., Sons & Co..... 27
Cowan & Britton..... 25
Cummer Dowswell, Ltd..... 11

Davidson, Thos., Mfg. Co..... 8
Directory of Manufacturers.....20 21
Disston, Henry, & Son..... 9
Dominion Cartridge Co..... 28
Dominion Roofing Co., Ltd..... 27
Dorken Bros..... outside front cover, 16
Dougall Varnish Co..... 57

Enterprise Mfg. Co..... 16

Fenn Mfg. Co..... 70
Ford Auger Bit Co..... 64
Frothingham & Workman, Ltd..... 4
Frye & Co., E. M..... 25

Gendron Mfg. Co. Ltd..... 27
Gibb, Alexander..... 20
Gilbertson, W., & Co..... 19
Gillette Safety Razor Co..inside front cover
Gipe Carrier Co., The..... 65
Goodell-Pratt Co 24
Goodhue & Co., Ltd., J. L..... 64
Greening, B., Wire Co..... 61
Griswold Mfg. Co 14
Grove Chemical Co..... 65
Gutta Percha & Rubber Mfg. Co..... outside back cover

Hamilton Cotton Co..... 21
Harrington & Richardson Arms Co..... 72
Harris, J. W., Co..... 66
Heinisch, R., Sons Co..... 49
Horton Mfg. Co..... 15
Household Convenience Co..... 17
Howland, H. S., Sons & Co..... 7
Hutton, Jas., & Co..... 69

Imperial Varnish and Color Co..... 43
International Tool Co 27
International Varnish Co... 58

James & Reid..... 20
Jardine, A. B., & Co..... 19

Kyle, P..... 20

Laidlaw Bale Tie Co..... 23
Leslie, A. C., & Co..... 51
Lindsay, Chas..... 21
London Foundry Co..... 68
London Bolt and Hinge Works..... 20
London Rolling Mill Co..... 53
Lufkin Rule Co.....inside back cover
Lysaght, John.....outside front cover

McArthur, Alex., & Co..... 49
McClary Mfg. Co..... 10
McDougall, R., Co..... 71
McGlashan-Clarke Co., Ltd..... 49
McKinnon Chain Co..... 63
MacLaren & Co..... 70

Magnolia Metal Co..... 14
Martin, L. Co..... 59
Martin-Senour Co..... 57
Maxwell, D., & Sons..... 23
Mayo & Brown..... 20
Meaford Wheelbarrow Co..... 60
Metal Shingle and Siding Co.....18 65
Metallic Roofing Co..... 2
Mitchell & Co., David..... 20
Moore, Benjamin, & Co..... 47
Morris & Bailey Steel Co..... 23
Morrison, James, Brass Mfg. Co..... 12
Myers & Bro., F. E..... 21

National Hardware Co..... 66
New Brunswick Pulp and Paper Co.... 73
Newman, W., & Sons..... 20
Newmark, Louis..... 24
Nicholson File Co..... 16
Nickel Plate Stove Polish Co..... 65
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 62

Oakey, John, & Sons..... 62
Oneida Community.. 12
Ontario Lantern & Lamp Co., Ltd..... 63
Otterville Mfg. Co..... 64
Owen Sound Wire Fence Co..... 70

Parker Wire Goods Co..... 65
Parmenter Bullock Co., The..... 20
Paterson Mfg. Co..... 49
Pearson, Geo. D. & Co..... 21
Pease Foundry Co..... 19
Peterborough Lock Co... inside back cover
Pinchin Johnson & Co., Ltd..... 58
Pink, Thos..... 69

Ramsay, A., & Son Co..... 5
Robertson Mfg. Co., Ltd., P. L..... 65
Ross Rifle Co..... 72

St. Mary's Wood Specialty Co., Ltd... 26
Samuel, M. & L., Benjamin, & Co..... 68
Schuchardt & Schutte..... 63
Seymour, Henry T., Shear Co..... 51
Sharratt & Newth..... 21
Shaw, A., & Son..... 21
Sherwin-Williams Co..... 55
Sheet Metal Products Co..... 2
Shurly Dietrich Co. Ltd..... 67
Simonds Canada Saw Co..... 26
Sonne, Thos., sr..... 20
Spear & Jackson, Ltd..... 25
Standard Chain Co 71
Standard Paint and Varnish Co..... 51
Stanley Mills & Co..... 19
Stanley Rule and Level Co 71
Stanley Works, The....outside back cover
Star Expansion Bolt Co..... 13
Star Mfg. Co..... 1
Steel Co of Canada, Ltd..... 6
Stevens-Hepner Co..... 59
Stewart Mfg. Co., Jas., Ltd..... 24
Still, J. H., Mfg. Co..... inside back cover
Stratford Mfg. Co..... 60

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H...outside back cover
Tobin Arms Mfg. Co., Ltd..... 9
Toronto Plate Glass Importing Co..... 21
Trewhilla Bros 20

Union Metallic Cartridge Co..... 18

Valor Co., Ltd., The..... 70

Want Ads..... 56
Watson Mfg. Co., John..... 21
Western Distributors, Ltd..... 20
Western Wire and Nail Co..... 21
White Mop Wringer Co..... 62
Whitman & Barnes Mfg. Co..... 69
Whitlock & Marlatt..... 20
Winnipeg Paint and Glass Co., Ltd.... 53
Woodstock Wagon & Mfg. Co..... 62
Wright, E. T., & Co..... 67

CLASSIFIED LIST OF ADVERTISEMENTS

Advertising Cuts
Stanley Mills Co., Ltd., Hamilton, Can

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New Yor

Box Strapping
J. N. Warminton, Montreal

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co.. Toronto.
Taylor-Forbes Co , Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Carriers—Cash—Parcel
The Gipe Carrier Co., Toronto

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cash Registers
National Cash Register Co., Toronto

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chaplets
S. Cheney & Son, Manlius, N.Y.

Churns
Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
W. R. Humphreys & Co., Ltd., Sheffield, England
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Cycles
Hobart, Bird & Co., Ltd., Coventry, Eng.

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos. Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co , Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton



ARSENATE OF LEAD

FOR SPRAYING

Barrels about 800 lbs.

Half barrels about 400 lbs.

25 lb. wooden kegs

5 lb. bottles.

2 lb. bottles.

1 lb. bottles.

THE CANADA PAINT COMPANY, Limited, make

Arsenate of Lead

THE CANADA PAINT COMPANY LTD

The Demands of Spring Patrons

Are sure to include Window and Door Screens. Are you prepared for these? By ordering early you avoid losing custom and insure prompt shipments. Don't experiment. Sell the Wabash line of Screens.



Their construction is of the strongest.

Only well seasoned and kiln-dried lumber is used.

The durable black wire cloth is stretched by machinery. Drum head tight.

Write to-day for illustrated circular of this attractive, quick selling screen.

The Winnipeg Paint & Glass Co.
LIMITED

EDMONTON - WINNIPEG

CALGARY PAINT & GLASS CO., LTD.

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Winnipeg

HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELLED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stove and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 5 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5 10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 13 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 42
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 35 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, stanles, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada ivor flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets 35 per cent
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75

Clauss Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ¾ and upwards, 9c.; under ¾, 9½c.	
Lath yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Cotton clothes line, 27½ off.

Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
ory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 50 lbs.	1 55

SASH CORD.

No. 8, per lb. 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x23, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
North Bros., No. 30 per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 50; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

TAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co', 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 16 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 60
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 85
Blizzard Mouse Traps	0 45
" Rat Traps	0 85
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 30
5-Hole Tin Chokers	0 30

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00

Blacksmiths', 50; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 30, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

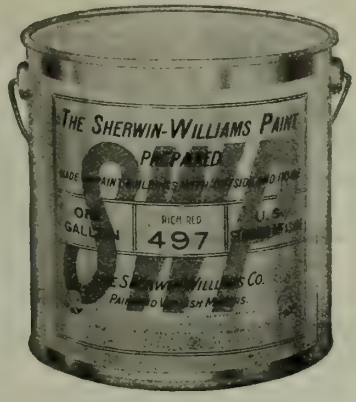
Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.















THE SHERWIN-WILLIAMS AGENCY





Each year the number of good, available localities for Sherwin-Williams Agencies diminishes. The approach of the big spring business is your warning to carefully map out your plans now and seriously consider if you are prepared to control the most profitable share of the paint and varnish sales in your section. Here is a brief statement of what the Sherwin-Williams Agency means to you.

A complete line of Paints, Varnishes, Stains and Enamels, whose reliable quality has never been questioned, and is maintained by th control of the important raw materials and the most up-to-date manufacturing facilities obtainable.

The S.-W. Agent can stock his entire store with S.-W. Products and take care of all demands. Besides, our regular line of paints and varnishes, our other products include Pure White Lead, Pure Screw-pressed Linseed Oil, Fillers, Dry Colors, Ochres, Zincs, Tinting Colors, Floor Wax, Leather Dressing, Linseed Oil Soap, Furniture Polish, Stencils, etc. Every package bears the name and trade mark of the best-known paint and varnish makers in the world.

All S.-W. packages are conspicuous for their attractive labeling, and every dealer knows the selling power of goods that have a pleasing appearance.

Our country-wide campaign of publicity is now running in a big list of the best farm and weekly newspapers, extending from coast to coast, supplemented by advertisements in the Canadian Century, Canadian Home Journal and Canadian Courier.

The splendid assistance our Decorative Department offers to every S.-W. agent in securing desirable contracts for finishing materials, together with the strong, well-prepared store advertising with which S.-W. Agents are liberally supplied, are all designed to the one end—larger and more profitable paint sales for the Agents.

If your territory is still available, there is no better time than right now to let us submit our proposition. A card brings it.













THE SHERWIN-WILLIAMS CO.

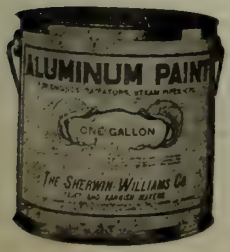
PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL

BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER















Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—To close Estate, Hardware stock ($4,000) in Manitoba town. Equity in store building $1,500. Favorable terms. Wood Vallance, Limited, Wholesale Hardware, Winnipeg. (11)

FOR SALE - Retail Hardware business, or may take working partner with some capital, one who understands the business. For further particulars, apply W. J. Lawson, 27 Howland Ave., Toronto (11tf)

FOR SALE — General hardware business in the County of Ontario. Stock and fixtures about $4,000. Will sell at rate on the dollar. Box 1095, HARDWARE AND METAL, Toronto. (14)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000 Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE—One of the best hardwares in Saskatchewan. Stock about $14,000. Buildings at reasonable rent. $6,000 cash will handle it. Business increasing; prospects bright; turnover and profits satisfactory. Will be off the market if not sold by April 1st. Don't answer unless you mean business, if full information is satisfactory. Write in first instance to Box 1092, HARDWARE AND METAL, Toronto. (12)

FOR SALE - Hardware business in one of the best towns in the West. Stock about $12,000; brick building 27x90 on the principal corner; price $9,000, or could be rented. Tinshop in connection. Town has population of 2,000 and the turnover from the store runs from $35,000 to $40,000. Terms to purchaser, one quarter cash, balance arranged at 7% interest. WOOD, VALLANCE, Limited, Winnipeg. (13)

WANTED—To buy, a hardware business in a growing town. Write, giving particulars, to Box 1084, HARDWARE AND METAL, Toronto.

SITUATIONS VACANT

WANTED—Tinsmiths and press hands at all times. Correspondence invited. E. T. WRIGHT & CO., Hamilton, Ont. (12)

TINSMITHS WANTED — For Western Canada towns and cities. Apply in own handwriting, giving, age, married or single, experience, present and past employers and length of time with each. The McClary Mfg. Co., Winnipeg, Man. (12)

TINSMITH OR APPRENTICE WANTED—Bright young man, of fair education, having two or three years' experience in tinshop and fair knowledge of general tinshop work, for joint hardware clerk and tinshop work in small town. Splendid opportunity for learning joint business. Fair wages. Apply The McClary Mfg. Co., Winnipeg, Man. (12)

WANTED—A junior retail hardware salesman with three or four years' experience. Must be a hustler and able to speak German. Apply, giving references and salary expected, to Box 446, Calgary. (12)

WANTED—An experienced and thoroughly capable man, able to take charge of the manufacturing end of a stove plant. Apply with references and full information to The Enterprise Foundry Co., Sackville, N.B. (12)

WANTED — Experienced Hardwareman to take charge of Branch Store in large and hustling town in Nova Scotia. Applicant must furnish satisfactory references. For further particulars address Box 1093, HARDWARE AND METAL, Toronto. (12)

WANTED—1 first-class tinsmith, capable of installing furnaces as well. Will give $3.50 a day to January 1st, 1912, with good wages for winter for right man References and age must accompany application. Apply Box 3, Drinkwater, Sask. (11)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover. 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MAKE MONEY AND SAVE MONEY with the Multigraph. It does multiple typewriting and real printing 1,200 to 5 000 sheets an hour; gets new business with form letters or printed advertising; saves 25 per cent. to 75 per cent. of printer's charges on stationery and forms. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

RETAIL MERCHANTS AND OTHERS WITH A limited correspondence will find it to their advantage to write us for catalogue of special bargains in rebuilt Typewriters. We have all the well-known makes, taken as part payment on the MONARCH, and at the prices we offer them they are remarkable bargains. THE MONARCH TYPEWRITER COMPANY, Limited, 46 Adelaide Street West, Toronto, Ont.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

AGENTS WANTED

ENGLISH MANUFACTURER of high grade edge tools, with a very large sale, is looking for a good firm to take up the Agency for Canada. The tools in question are the best obtainable and very favorable in price. Please write particulars of lines handled at present and mentioning ground covered. Box No. 58, HARDWARE AND METAL, 88 Fleet Street, London, England. (10)

PROGRESSIVE Sheffield house, making full line of all kinds of cutlery and electro plated goods, are open to appoint first class Agents in various parts of Canada. Trade done direct with retailers. Write Box 57, HARDWARE AND METAL, 88 Fleet Street, London, England. (10)

AGENCIES

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

ARTICLES FOR SALE

FOR SALE—25 kegs assorted cut nails for sale, at 2c. per pound. Box 234, Port Elgin, Ont. (11)

FOR SALE—A set second-hand tinner's tools in good repair. Apply to JOHN DUFTY, Broadview, Sask. (12)

KENDRICK & CO., of Simcoe, manufacturers of the Aerated Sanitary Indoor Dry Closet, have for sale an Eavestrough Wagon, almost new, cheap. KENDRICK & CO., Simcoe, Ont. (12)

$65 WILL BUY a No. 25 McCaskey Register. Agent's price $100. Never used. Supplies complete except check books. A. J. MACDONALD, North Lancaster. (12)

SITUATIONS WANTED

A HARDWARE SALESMAN, desiring to leave the road, wishes to obtain at once an active interest in such business in Western Canada. Can offer in exchange or as security equity to the value of $10,000 in first-class Western lands. Correspondence solicited. Address Box 1083, HARDWARE AND METAL, Toronto. (7tf)

HARDWAREMAN, four years' experience, seeks situation, view of advancement. Good references. Box 1096, HARDWARE AND METAL, Toronto. (11)

HARDWARE SALESMAN, six years' experience in wholesale and retail, desires position in retail store in Western Canada. Can furnish recommends. Box 1091, HARDWARE AND METAL, Toronto. (11)

HARDWARE SALESMAN desires a change of position. Young man, medium size, with good experience in general hardware, stoves, tinware, graniteware and sporting goods. Apply Box 1094, HARDWARE AND METAL, Toronto. (12)

MISCELLANEOUS

A BOOK-KEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

The Big "P" Stands for Paint, the Little "p" Stands for Profit.

and the comparative size of the two letters illustrates the relative value of *paint* and *profit* to your business, Mr. Dealer.

The paint you sell is of vastly more importance to your success than the profit you make on it. Profit at the loss of trade soon kills any business — there must be big value and satisfaction in every sale.

It is quality your customer wants — and you will never be able to make a profit on paint, after the first sale, if the quality of that paint will not bring the buyer back. Single sales never built up a worth-while paint business — it is the repeats that put profit in your pocket.

MARTIN-SENOUR PAINT — the entire line of paints for every purpose — are the paints that bring the buyers back, and their friends and neighbors. Good profits, too. So what is the use of wasting time with inferior paints.

Write today for the agency, and begin to get the profit from the paint that repeats.



THE MARTIN-SENOUR CO., Limited

Montreal — Pioneers Pure Paint — Chicago

The Winnipeg Paint & Glass Co., Ltd. WINNIPEG

The Maritime Paint & Varnish Co. Ltd. HALIFAX, N. S.

Dougall Varnishes are Sold on Their Merits

They have character. All you need to know is the use to which the varnish is to be put and you can furnish exactly what your customer needs with full directions for its use. A reputation for varnish wisdom depends on there being definite character in the varnishes.

There's no guess work with DOUGALL Varnishes.

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, PRESIDENT

305 MANUFACTURERS ST. MONTREAL, CANADA

ASSOCIATED WITH THE MURPHY VARNISH CO., U. S. A.



Backed by 76 years of paint experience

That's what Minerva Products mean to you, Mr. Dealer—the strong prestige of 76 years of successful and world-wide paint experience, the best materials that brains and money can produce.

You can absolutely guarantee every can of Minerva Brand Paints and Varnishes, and know positively that the contents will back up every claim of your guarantee.

MINERVA
Paints and Varnishes

are the standard of quality in paintdom. They are made from the purest and best materials obtainable, and put up in net weight and full Imperial Measure Packages.

The Minerva Trade Mark is a guide to reputation and increased profits.

Write for Minerva information and dealers' price list.

PINCHIN, JOHNSON & CO.
(Canada) LIMITED

377-387 Carlaw Ave. TORONTO, ONT.

C51



A BOWSER Oil Storage System for Paint Oils, Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.

66-68 Fraser Ave., Toronto, Ont.



Do you believe in---
the "Horse Shoe" Fairy Tale?

Miracles do not happen in business, yet—lots of otherwise sensible men believe in Luck.

They will tell you that things happen—that the successful man is the lucky man. But getting down to brass tacks, you know perfectly well that nothing happens.

You know that success is the result of certain causes—

Causes so obvious that believers in the "Horse Shoe" fairy tale pass through life without noting them.

90 per cent. of the successful Hardware Merchants do not believe in luck—

They use "Buying Sense" instead,

And stock the lines which mean profit and reputation for them—**International Varnish Products.**

"ELASTICA" Floor Finish—the one perfect floor finish—the durable, beautiful, waterproof finish that never turns white or cracks.

"LACQUERET"—the Household Beautifier—a prime necessity in every home.

"SATINETTE" White Enamel—the enamel that stays white—made for both interior and exterior work.

FLATTINE FINISH—the finish that produces a full dead or flat appearance **without the labor and expense of rubbing.**

KLEARSTONE Stains (Acid or Oil)—the perfect wood stains.

Every **International product** you sell adds to your reputation and increases your bank balance at the same time.

N.B.—All International Varnish Products are sold in full Imperial Measure cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A22

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Now is the Time

to buy

Whitewash and Kalsomine Brushes

for Spring Trade

also Scrubbing Brushes

You can get best values and most prompt delivery from

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

LM &C

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C---5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal

We require reliable agents in: WINNIPEG, FOR MANITOBA AND SASKATCHEWAN.
CALGARY, FOR ALBERTA. VANCOUVER, FOR BRITISH COLUMBIA.

Only those with a knowledge of the Varnish, Enamel and Printing Ink Trades need apply.

WIRE WINDOW GUARDS

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

Write us for catalogue and prices.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co., Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.



The

Meaford Wheelbarrow Co., Limited

Meaford, Ontario

We make the fullest line of Wheelbarrows of any maker in Canada and can supply your requirements in any style of Wheelbarrow (both wooden and steel) wanted for any purpose.

Write us for Prices and our Catalogue.



Get our Catalog "B" and Prices



RIGHT IN THE HARDWARE LINE!

A splendid selling line for spring and summer, which every family will buy on sight is the

Stratford Swing

It is made of thoroughly seasoned wood, and is perfectly safe because it is so well designed, well made and sufficiently bolted.

Seats are adjustable and foot rest can be placed on level with seats forming a couch. Can be brought down to a convenient height for children.

Shipped either knocked down or set up and folded.

We also make "Boyers'" Famous Gliding Settee, and all kinds of ladders, garden and park seats.

THE STRATFORD MFG. CO., LIMITED
Stratford - Canada

GREENING'S RUSTLESS SCREEN CLOTH



Perfectly woven, Perfectly finished, Galvanized and Bronze.

A range to suit all demands. Our enormous output means the closest prices.

SEE YOUR CATALOG. WRITE US FOR SAMPLES AND QUOTATIONS

THE B. GREENING WIRE CO., LTD.

Hamilton, Ont. - - - - Montreal, Que.

Hardware and Cutlery Buyer

Position as

Assistant Buyer

for hardware and cutlery wanted by man who has had 13 years' experience with wholesale firms in Germany, France, Holland and Belgium and is familiar with hardware manufacturers in these countries. Can speak English and German.

For fuller information apply Box, 1097

Hardware and Metal
TORONTO

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.
Banque Nationale Building
MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, O t.
St. John, N.B.	Winnipeg, Man.

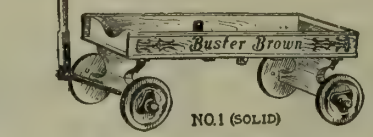
Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO

Attention!

Here's the line of splendid sellers



NO.1 (SOLID)



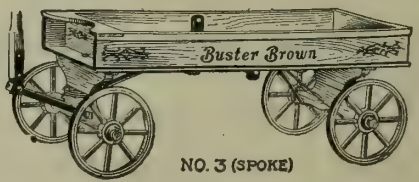
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

Are you handling the

Buster Brown

Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD,

WOODSTOCK, ONT

Western Representatives

JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE

White Mop Wringer Co.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

SHEETS TUBES COPPER & BRASS AND RODS

SPECIAL SIZES CUT TO ORDER FROM LARGE STOCK—PROMPT SHIPMENT

115-121 SUMACH STREET - - - TORONTO, CANADA



COMPLETE, WITH WICK

The "BANNER" COLD BLAST Lantern

is

MORE THAN HALF SOLD BEFORE YOU BUY IT.

Burns 15 hours longer than any other.
Patent Automatic Lift Lock.
Double Seamed Oil Well.
Solid Brass Burner.

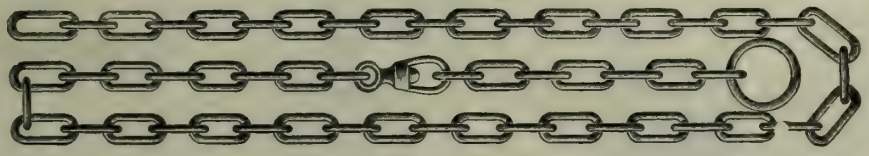
AND IS EXTENSIVELY ADVERTISED
TO THE CONSUMER.

For sale by all Jobbers

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

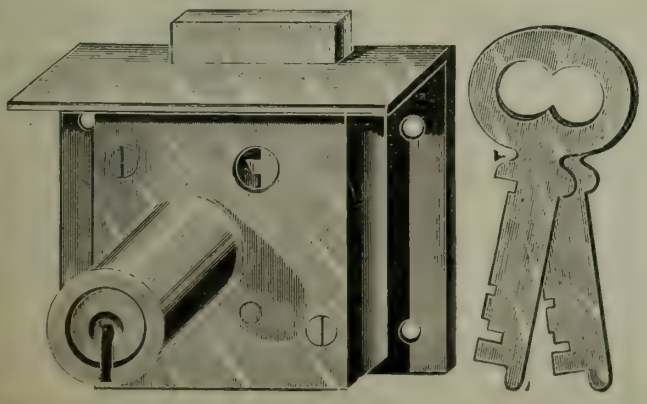
Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office:
BUFFALO, N.Y.

McKinnon Chain Co.

Factory:
ST. CATHARINES, ONT.



LOCKS

We carry a full line of **BRASS, DRAWER, CUPBOARD** and **TILL LOCKS** in various grades at right prices.

ASK FOR SPECIAL CATALOG

SCHUCHARDT & SCHÜTTE
307 CORISTINE BLDG., - MONTREAL

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

Saw Mills, Grist Mills, Factories

and every other industry in your locality where belting is used are your customers for GOODHUE'S

LEATHER BELTING

If you are not carrying an assortment of GOODHUE'S LEATHER BELTING in stock sizes you are losing good trade Write us for price list.

J. L. GOODHUE & CO., Limited
Danville :: :: :: Quebec

BISSETT & LOUCKS, P. O. Box 116 WINNIPEG, MAN.
Western Agents

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



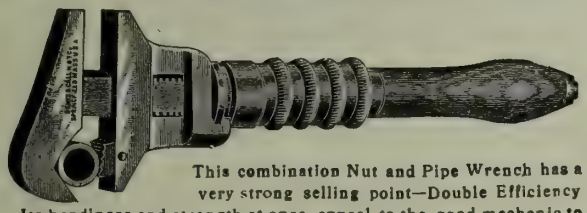
CATALOG FREE

THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

A Strong Selling Point



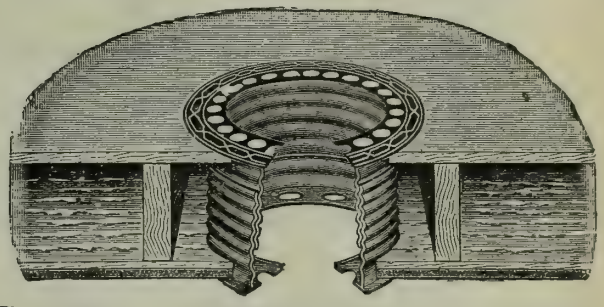
This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

BETTER VALUE

For the price than any other hand sprayer on the market. That is why so many Hardware dealers specialize on the CAVERS

Improved Automatic Compressed Air Sprayer

It runs continually from 6 to 10 minutes and is the handiest machine in the world for spraying potatoes, small fruits, cattle, poultry; for whitewashing outhouses, etc.

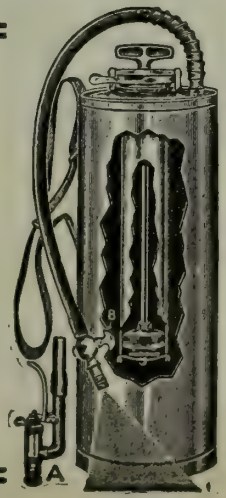
Every farmer and gardener is interested in this Hand Sprayer. Some valuable improvements have been made on the 1911 machine—see them—write for circular.

Write us for special terms and datings

CAVERS BROS.

Manufacturers

GALT ∴ ∴ ONT.



Kitchen Wire Goods

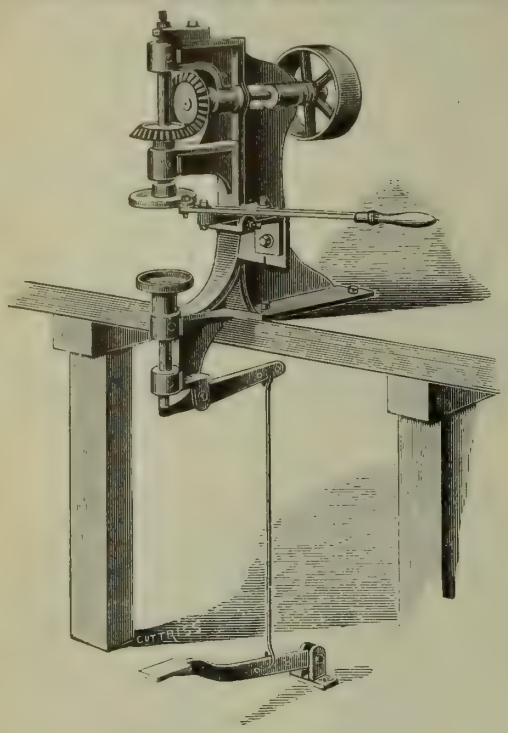
are a fast selling and profitable line for the hardwareman.

THE PARKER WIRE GOODS CO., *Worcester, Mass., makes everything in wire hardware. Write for prices.*

DINGMAN & McCOMBE

Montreal **Canadian Representatives**

No 10 POWER DOUBLE SEAMER OR CRIMPER



HAVE YOU ANY

cans to CRIMP or DOUBLE SEAM COVERS on? If so, this is just the tool you want. It is specially adapted for CRIMPING the covers on round paper boxes with metal tops, such as CLEANSING POWDERS, etc. Or for round tin cans not greater than 9 inches in length and 8 inches in diameter. It is very RAPID. Write for further particulars.

THE BROWN-BOGGS CO., Limited - Hamilton, Can.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES, ETC.

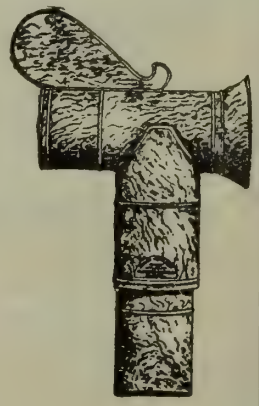
A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT, and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd
City

DEAR SIRS, -
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

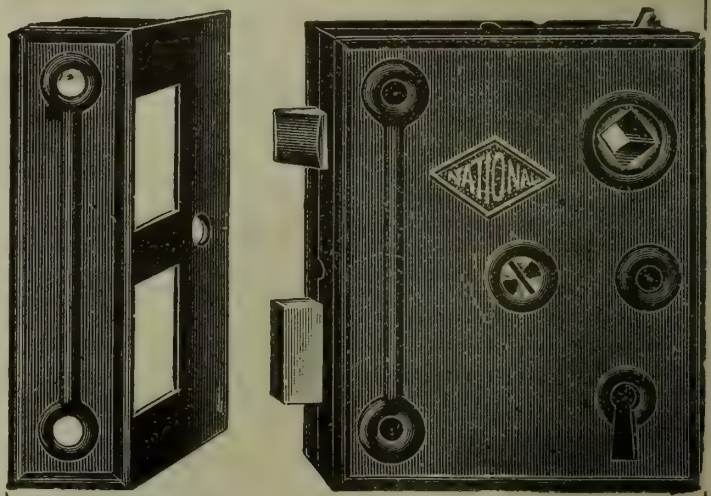
The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

For Strength, Safety, Durability and Finish

NO LOCK IS BETTER THAN THE



NATIONAL STEEL RIM LOCK

Its locking mechanism is very simple, being entirely pivoted on a central pin, and it cannot get out of order.

ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO - CANADA

GLASS DOOR

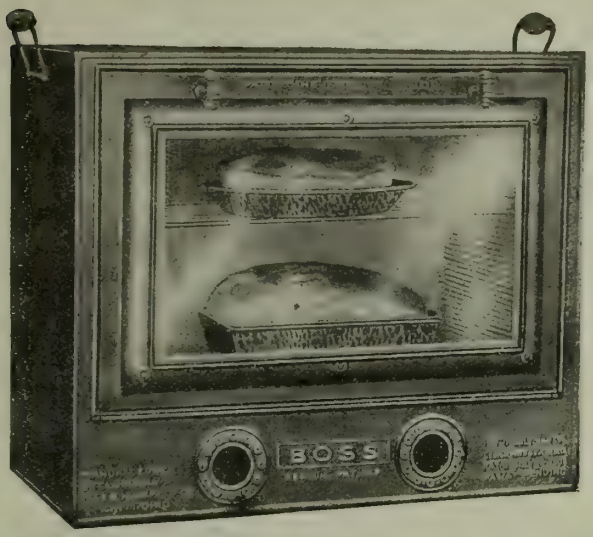
BOSS OVEN

Lined with Asbestos.

Drop Door.

Two Door Handles.

Progress of baking can be watched without opening door. As the door need not be opened from the time an article is placed in the oven until it is ready to take out, the temperature is maintained at the full degree, and process of baking is thereby hastened.



Used on Gas, Oil or Gasoline Stoves.

Two Mica Windows.

Glass, if accidentally smashed, can be replaced by user at nearest hardware store, and easily adjusted.

No.	Description,	Hgt.	Lgth.	Dpth	Size of Glass
750	Polished Steel	18	20¾	12½	8¾ x 14½
700	" "	18	13	12½	7¼ x 9¾

E. T. WRIGHT & CO., Hamilton, Can.

(H. G. WRIGHT)

Winnipeg Distributing Agents—Merrick-Anderson Co., Winnipeg, Man.
Vancouver Distributing Agents—Macpherson & Teetzel, Vancouver, B.C.

Toronto Agent—F B. Wilson, 33 Maitland St., Toronto, Ont.
Winnipeg Agents—W. Reynolds & Co., Winnipeg, Man.

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

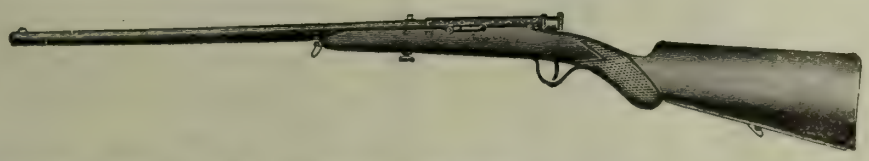
A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

THE BAYARD AUTO-COCKING AND EJECTING SEMI-AUTOMATIC RIFLE

Entirely new features, nothing like it made, stands alone in quality and its class.
Adapted to 22 short or long rim fire smokeless cartridges.



THE STRONGEST SHOOTING RIFLE MADE. "You pull the trigger, the Bayard does the rest." When you shoot the cartridge the recoil automatically opens the breech block, cocks the rifle, throws out the empty shell and leaves it ready for a new cartridge All you have to do is pull the trigger and drop in a new cartridge alternately. It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong Shooting, High-Class Workmanship, Handsome Alignment, Simplicity of Mechanism, parts interchangeable, are the main features of the Bayard. It has the quick twist rifling which makes it a powerful shooter, Will penetrate three inches of pine, weighs about 4 lbs., can be taken entirely apart in three minutes for cleaning, the only tool needed is a screwdriver. The rear sight is adjustable for short or long range, and the barrel tapers beautifully from breech to muzzle. Ask your jobber for the Bayard.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

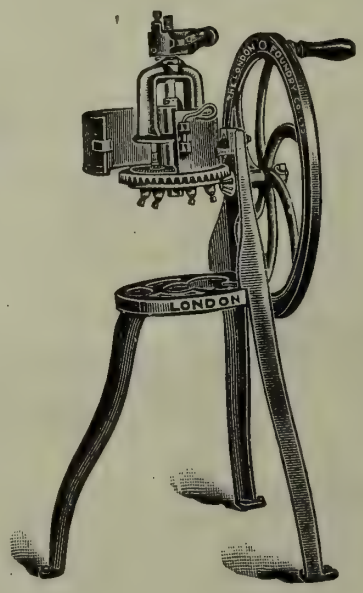
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

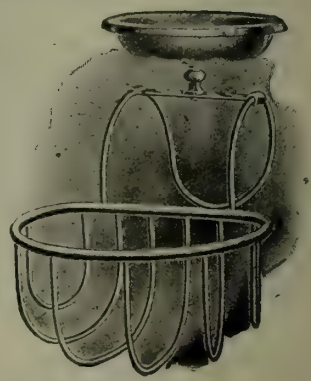
The Buffalo  **Mfg. Co.,**

Buffalo, N.Y.

Are You Carrying Our Attractive Lines

of

Water Filters and Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Tea and Bar Urns
Candlesticks
Cuspidors
Match Safes
Coal Vases and Hods
Crumb Trays, Etc.



and

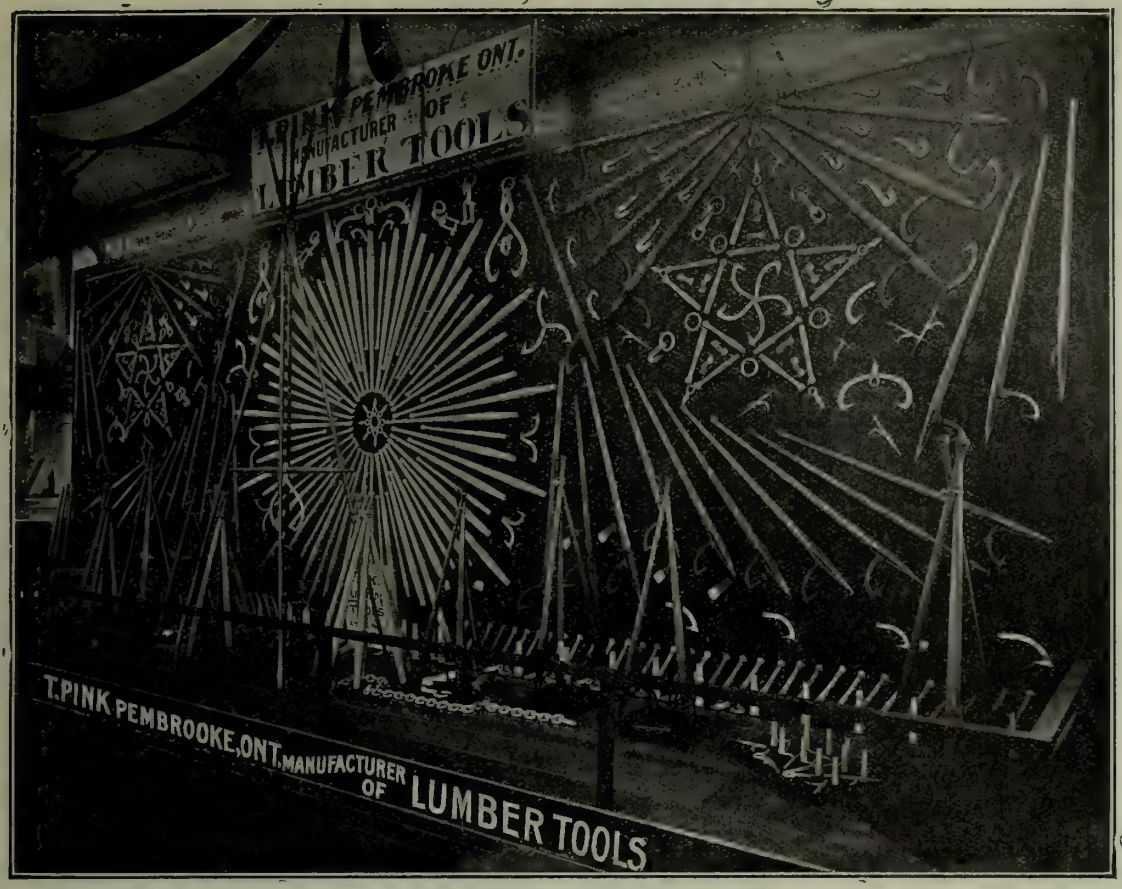
BATHROOM FIXTURES?

All are High-Grade and Splendid Sellers

H. F. McINTOSH & CO. (Agents)

28 Toronto Street, - TORONTO, ONT.

Write for Catalogue



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogu and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"



TRADE W B MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE W&B MARK

Used by the largest railroads in the world, because it saves them money.

We manufacture the largest and most complete line of Wrenches in the World.

The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

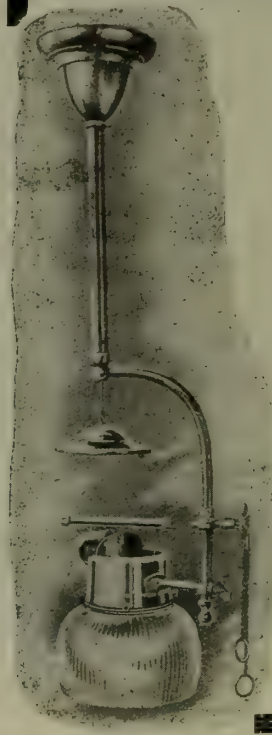
Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

PERFECTION AT LAST

The simplest and most efficient gasoline lamp in the world constructed upon new and scientific principles. A lamp that we guarantee and that guarantees itself through its very simplicity, ease af operation and utility. Absolutely nothing that can wear out or get out of order that cannot be removed and replaced without the use of tools, other than Nature has given, IN FIVE SECONDS.



A glance at the illustration will convince the most skeptical that we have at last solved the problem of a perfect

GASOLINE LAMP

Those who are using hollow wire gasoline lighting systems know to a certainty that the only place they ever have trouble is in the lamps. The tank, pump and wire tubing will last a lifetime.

There is only one wearing part—the generator. A simple twist of the wrist removes it and replaces it with a new one. An extra generator given with each lamp.

MacLAREN & CO.
MERRICKVILLE, - ONTARIO

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Agents Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

"MONARCH"
WIRE FENCE

If you have a call for a cheap bush or portable fence we can supply a "**Monarch**" perfectly adapted to this need.

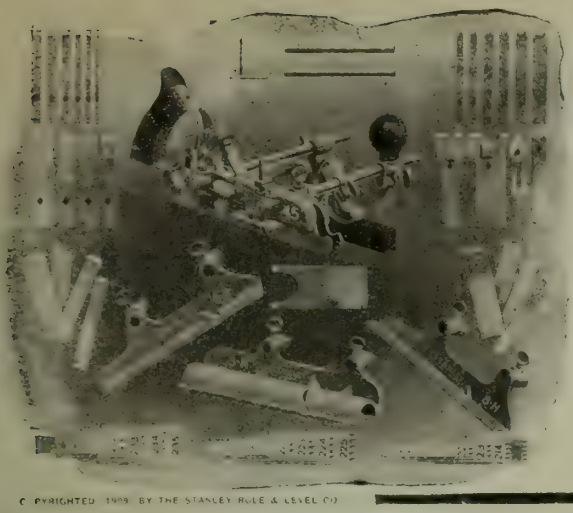
The "**Monarch**" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs. Every wire is No. 9 hard steel, and well galvanized.

The "**Monarch**" has the best Ring Lock in Canada, and cannot slip nor come loose.

It will sell itself if you have it where your customers can see it.

Write us for Catalog and Prices

The Owen Sound Wire Fence Co.
Limited
OWEN SOUND, - - - ONTARIO



COPYRIGHTED 1909 BY THE STANLEY RULE & LEVEL CO

Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Filletster Plane. 3.—Dado Plane 4.—Plow Plane. 5.—Matching Plane. 6 Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.
Carpenters will find this tool almost invaluable.
Send for catalogue giving complete description.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

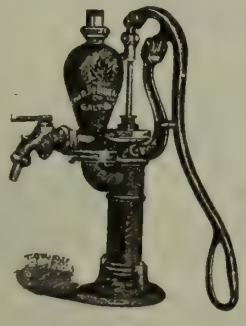
ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

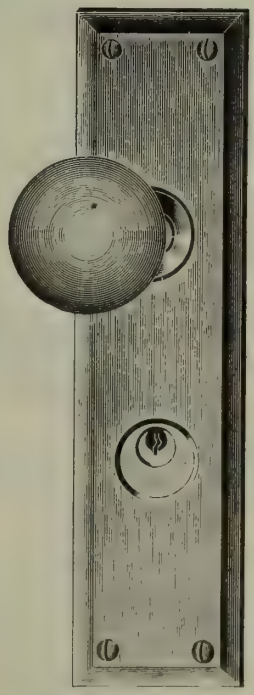


"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms, Get real profits on your metal pump sales.

R. McDougall Co., LIMITED
GALT, CANADA

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co., LIMITED
BELLEVILLE, ONTARIO



Every Dealer in Canada Should Sell "Ross" Rifles



Not simply because it is a Canadian-made rifle and the only Canadian-made rifle—but because being of Canadian manufacture it has advantages as well as claims over other rifles.

It can be sold cheaper than any other rifle.—Parts can be secured more expeditiously and at less cost and trouble.

No other rifle has grown so rapidly in general favor, consequently no other rifle has a surer sale.

$25.00 and Upwards

Write for Illustrated Catalogue

The Ross Rifle Company :: Quebec

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., ***715 Park Avenue, Worcester, Mass.***

The

AYLMER UNION SCALE

Capacity, 1-2 oz. to 240 lbs.



The best and most improved Union Scale on the market. Made with brass beam, tin scoop, movable pivot in levers, and direct connection from jack to steelyard, making the best acting Union Scale made.

The Aylmer Pump & Scale Co., Limited
AYLMER, - - - ONTARIO

WESTERN REPRESENTATIVES
ONTARIO WIND ENGINE & PUMP CO., Ltd., Winnipeg and Calgary

Lumbermen Swear BY them Not AT them

The capture of the lumberman's trade is an important matter to you, and this trade will still be yours if you handle

STILL'S HANDLES

Shaped after the famous Gilmour Pattern.

They are made of the cleanest and toughest hickory we can get hold of.

List and Discounts on Request

J. H. Still Mfg. Co., Ltd.
ST. THOMAS, ONT.

THINK, THEN ACT!



Cylinder Night Latch, No. 103

JUST think for a moment what an influence the right selection of rim and mortise locks, and of front, inside and store door sets has on the builders' hardware trade. Then act promptly and wisely by ordering a full range of Peterboro' lock, the kind which influence trade.

Write for Prices To-day

The Peterborough Lock Manufacturing Company, Ltd.
Peterborough, Ontario

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

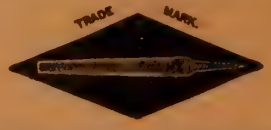
By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET ZINC

If you are in the market, write us.

We can name you lowest prices.

All usual gauges carried in stock at Montreal.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN - CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL CANADA

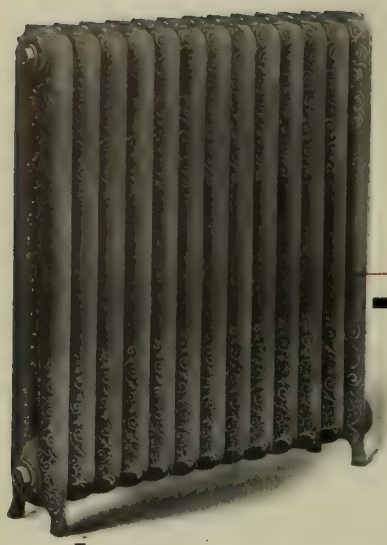
ANNUAL SPRING NUMBER

PRICE 25¢
MARCH 25TH 1911

VOL. 23. NO. 12.



THE MACLEAN PUBLISHING COMPANY LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER NEW YORK LONDON ENG
PUBLICATION OFFICE TORONTO



Cold Weather Comfort



and freedom from every kind of worry falls to the lot of a man who has installed a

"KING" Boiler and Radiators

We claim for "KING" Boilers and Radiators every good feature that makes for practical efficiency, and they have no superior in the long and satisfactory service they give.

Economy in fuel consumption is assured by the special "KING" arrangement of flues and waterways, and the shaking arrangement is easily the most effective and rapid of any boiler on the market.



Exhaustive tests applied to both boilers and radiators before they leave our factory guarantee a perfectly satisfactory article that you can recommend and handle with pleasure and profit. Write us to-day for details.

We also manufacture a very wide range of expanded metal products, and carry a complete line of steamfitters' supplies. Ask for particulars and prices.

Steel & Radiation
LIMITED

Fraser Ave.
TORONTO

TORONTO SHOW ROOMS:
78-82 Adelaide Street East, and
92 King Street West.

MONTREAL BRANCH:
138 Craig Street.

Agencies for Steel and Radiation Products in all leading cities in Canada.

TRADE
KENNEDY
MARK

SEVEN years ago we were using 2 small rooms. During this short period our business has developed that to-day we occupy our present warehouse, 9 floors, an area of 21,000 sq. ft. Modern equipments and most up-to-date methods for handling all lines of hardware, giving the very best service in the Dominion. The prospects are there will be a big demand for all lines in builders' hardware, farmers,' lumbermen's and miners' supplies, and we are in a position to make prompt delivery.

Kennedy Brand Pocket Cutlery and Butcher Knives are manufactured **only** in the highest grade and are fully guaranteed.

Canadian Agents
for
47-11 Razors
The Best
in the World

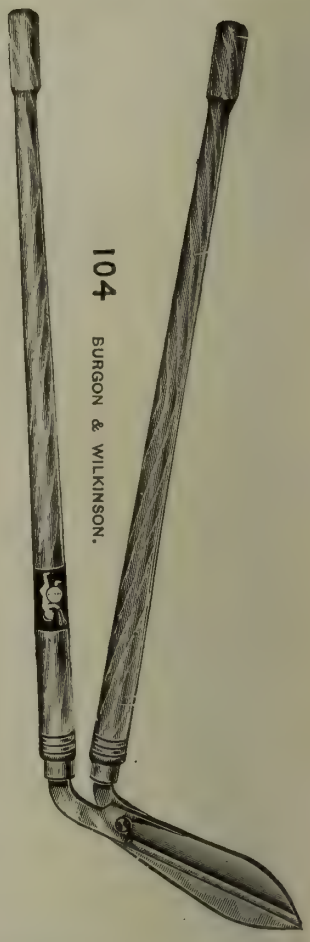
The Kennedy Hardware Co., Limited
51-53-55 Colborne Street, Toronto

All Aboard

Get On

The Spring is Near





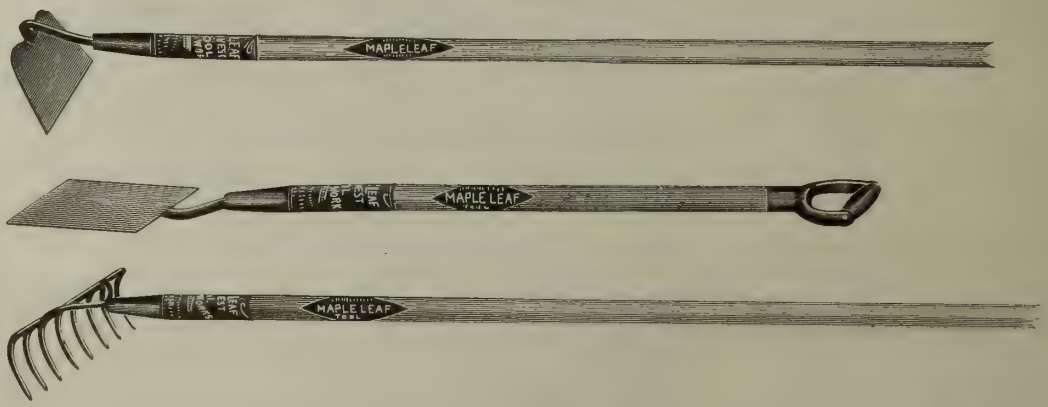
Garden Tools will be in as Great Demand as ever.

ORDER NOW

LAWN MOWERS	LAWN ROLLERS
GARDEN SHEARS	GARDEN TROWELS
WEEDING HOOKS	WEED DIGGERS
GRASS HOOKS	GARDEN RAKES
BORDER SHEARS	LAWN SHEARS

Our Stock Always Complete

Insures Prompt Shipment.



We Ship Promptly. **Write for Prices.** **We Ship Promptly.**

FROTHINGHAM & WORKMAN, Limited

F.&W.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.

TRADE **SIMPLEX** MARK

BIG CURVED HEAD---ONE-PIECE

ROOFING NAILS

Large Head---
Will Not Tear Roofing

Small Stem---
Will Not Tear Roof Boards

One Piece---
(Not Two Pieces)

All In One



Enlarged Cut
Head, 1 inch Diameter: 21 Gauge Thick
Nail, 1 inch Long, 15 Gauge Diameter

Have a Heavy Steel Head 1 inch in Diameter, Cupped Shape so as to give a Head Bearing equal to its Full Diameter.

The Small Stem is 1 inch Long and Barbed to Insure Greatest Holding Power.

Time Savers Roof Savers Money Savers

Simplex Nails have a head **four times** as large as the ordinary large head nail, and give a bearing on the roof all around its rim. The edge of the head does not bend up away from the roofing as do Tin Caps used with ordinary roofing nails.

Being in **One-Piece,** they are more quickly driven than where separate caps and nails are used.

They cannot leak as do roofing caps where the nail goes through. And being in One-Piece, they will not tear loose as do Tin Caps from the nail under wind strain.

The Heavy Convex Shaped Head will not rust out like Tin Caps.

They are More Quickly Driven, Give Better Results, Last Much Longer, Keep Roofs in Better Condition and COST LESS than Tin Caps and Nails.

TRY THIS NAIL---ORDER NOW

LEWIS BROS., LIMITED, MONTREAL

Sole Agents for Canada

OTTAWA TORONTO VANCOUVER





Get Away
From Common
SILVERWARE

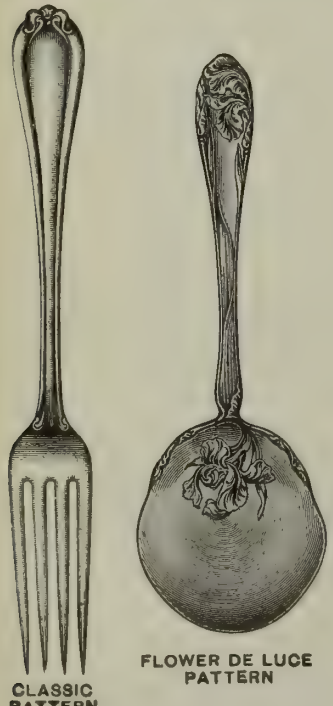
SELL

"COMMUNITY SILVER"

IT BRINGS LARGER PROFITS.

IT IS KNOWN EVERYWHERE.

NO EFFORT REQUIRED TO SELL IT.



PLATED HEAVIER THAN TRIPLE, YET SOLD AT REASONABLE PRICES.

BEAUTIFUL DESIGNS. NEATLY PACKED IN ATTRACTIVE BOXES. FULLY GUARANTEED.



WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co.

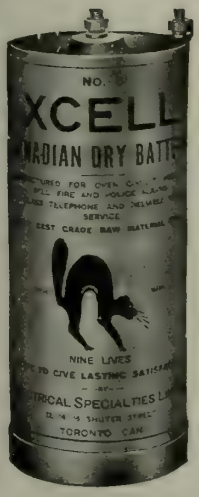
Montreal and Winnipeg.


NINE LIVES

XCELL


NINE LIVES

ELECTRIC DRY BATTERIES



Look for the Black Cat with Nine Lives, on the Wrapper.

ARE

A Big Selling Proposition

For Bell and Telephone Work

For Automobile and Motor Cycle

For Motor Boats, etc.

It's the Battery with "Nine Lives"

It's a "Live One" all the time; Always Ready for Action. A Canadian Battery which will outlast any Imported Battery ever sold in Canada.



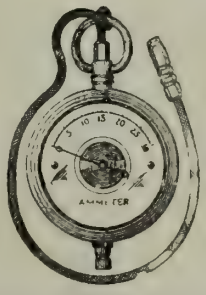
Look for the Black Cat on the Wrapper Always ready for action.

GET BUSY-- Every Hardware Dealer IN CANADA

Should be selling Dry Batteries and Battery Ammeters.

There is Good Money and Good Profit in Xcell Dry Batteries and "Nine Lives" Ammeters.

Every Hardware Dealer in the United States handles Dry Batteries and Makes a Big Profit out of them, and every Canadian Hardware Dealer could be and should be doing the same thing.



NINE LIVES AMMETER

XCELL DRY BATTERIES

IN THREE SIZES

No. 6---6 x 2½ in. - Standard Size
No. 7---7 x 3 in. - Medium Heavy
No. 8---8 x 3 in. - For Very Heavy Work

NINE LIVES AMMETERS

No. 9L—0 to 30 Amperes. For testing strength of Dry Batteries.

Don't put it off---Now is the time to get into the game.

Somebody in your section is going to sell a lot of them this Spring. IS IT GOING TO BE YOU?

Write us for prices NOW

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

WOVALOID ROOFING

Write for Samples and Prices





We are Sole Selling Agents for Canada

WE GUARANTEE IT TO BE THE

STRONGEST and BEST ROOFING MADE

It is ready to apply by using Cement Nails and Caps which are to be found in the centre of each roll (see above).

It is put up in rolls 36 inches wide, containing one and two squares each. Each square contains 108 sq. ft., which allows for laps.

It is guaranteed to contain no paper and no tar, but is composed of pure wool felt and minerals.

It will not harden with the heat, nor is it affected by the extreme cold weather. The wind, rain, frost, snow or heat have no effect upon it.

Stocked in ½ Ply, 1 Ply, 2 Ply and 3 Ply.

Sell WOVALOID and you Sell the BEST

WOOD VALLANCE, Limited

WHOLESALE HARDWARE MERCHANTS

WINNIPEG

WOOD, VALLANCE & CO. Hamilton, Ont.

WOOD, VALLANCE & LEGGAT, Ltd. Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., Ltd. Nelson, B.C.

THE NAME DISSTON

On Saws, Files, Levels or Other Tools

IS A CASH ASSET

TO

Hardware Merchants

It's an assurance that High Merchandise Standards are maintained in the store.

The Dealer who fails to take advantage of this DISSTON reputation, lets a trade-winning, money-making opportunity slip by.



WE ARE
Headquarters
for
DISSTON GOODS
WRITE US FOR PRICES

Disston Files

are made

of the Highest Grade Crucible Steel, Thoroughly Hardened and Carefully Milled.

and are used

to Sharpen every Disston Saw made and for every purpose to which a File is put in an Extensive Manufacturing Plant, turning out the enormous quantities of goods made

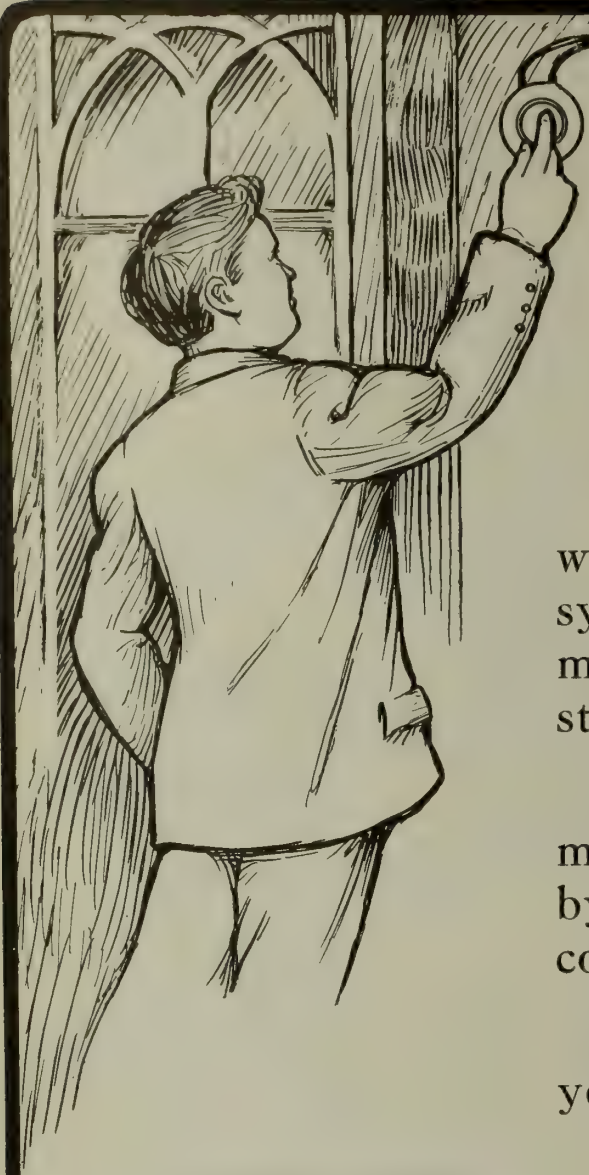
by Henry Disston & Sons

Put Disston Saws, Files and Tools in your Windows and Show Cases—Profit by their Reputation and Good Name.

It's the Modern Method—It's Good Business.

LEWIS BROS., LIMITED MONTREAL

OTTAWA TORONTO VANCOUVER



Press the Button, Your Part is Easy

The moment your letter or wire reaches us, our efficient system is set in motion, which means that your order has started on its way to you.

We make this ordering by mail or wire exceedingly easy by a well illustrated Catalogue covering a large stock.

Waste no time in sending us your Orders.

SAMSON FORKS,
SAMSON HOES,
SAMSON RAKES,
SAMSON GARDEN TOOLS,

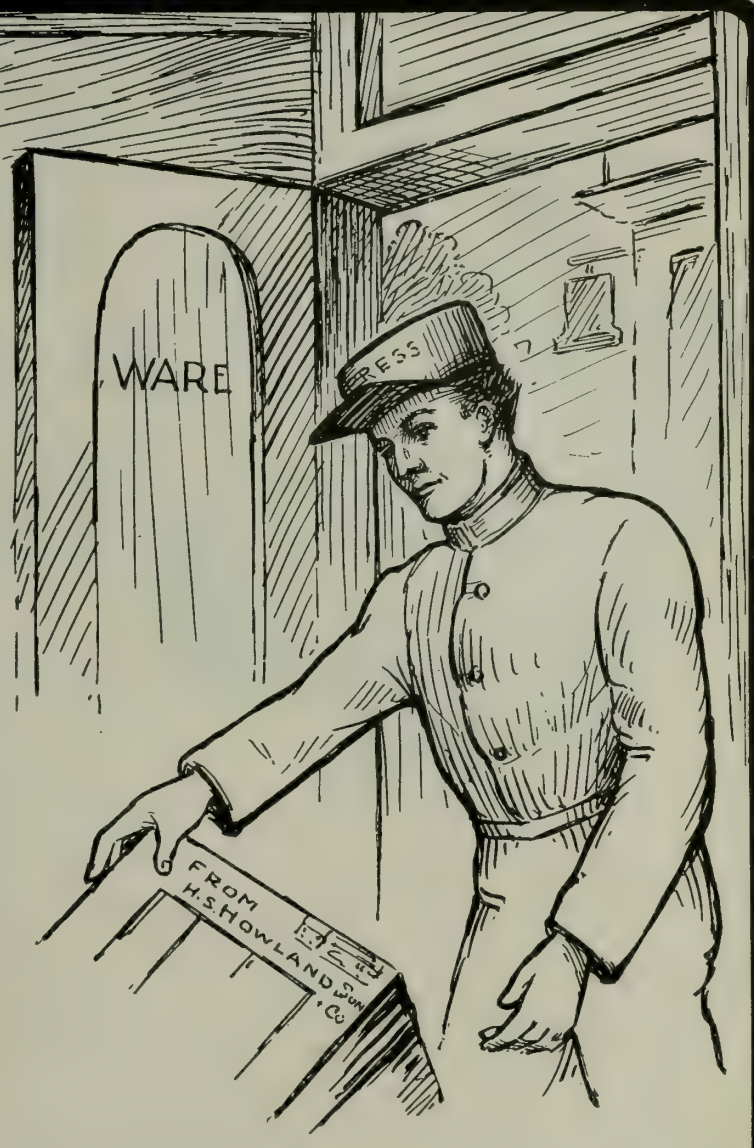
SAMSON BASE BALLS,
SAMSON BASEBALL BATS,
SAMSON BASEBALL MITTS,
SAMSON FOOTBALL GOODS,

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



Our System of Immediate Deliveries

Brings our Stock very near to you, and as well you have the benefit of a very large range from which to select. This fact cannot help but prove of interest and enable you to supply goods wanted when wanted.

Buy Samson goods. They satisfy where others fail.

SAMSON HAMMOCKS,
SAMSON READY ROOFING,
SAMSON HORSESHOE NAILS,
SAMSON SAWS,
SAMSON HANDLES,
SAMSON AXES,
SAMSON SCISSORS,
SAMSON RAZORS.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



AN ANNUITY—
A "FOLLOW-UP" SYSTEM—
A SURE SUBSTANTIAL PROFIT

There's a good profit and a sure profit in every GILLETTE sale. GILLETTE prices are, and must be, the same everywhere, so that your profit cannot be reduced by any price-cutting competitor.

It's an easily earned profit, too. Everybody knows the GILLETTE. Its superiority is generally recognized. Pointed, persistent GILLETTE advertising is developing new purchasers at the rate of over three thousand a day.

Every man who buys a GILLETTE will come back to you regularly for new blades. Think what that means.

It means, first of all, a steady annuity on blade sales that will eventually yield you more profit than did the original sale of the razor itself.

It means, too, a splendid "follow-up" for you. You know how easy it is to let a customer drift away and lose him, and how hard it is to get him back regularly, because he needs most of your lines only occasionally, at long and irregular intervals.

But if he has a GILLETTE he'll come in regularly, without coaxing, and he'll come in pleased, for he's sure to like the GILLETTE. That opens to you an opportunity for sales in other lines that will probably be greater than the blade purchase which he came in to make.

Thus there's a triple advantage in making your store the GILLETTE headquarters for your town. Are you doing it, or are you letting the opposition set the pace for you?

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory: 63 St. Alexander Street, MONTREAL

Offices in NEW YORK (Times Building), CHICAGO (Stock Exchange Building), LONDON, ENGLAND, and SHANGHAI, CHINA

Factories in Montreal, Boston, Leicester, Berlin and Paris



We Are The Agents

For

REX

The Best Roofing Made FLINTKOTE

Rex Flintkote Roofing is acknowledged to be the Highest Grade Prepared Roofing made. It possesses Exclusive Merits found in no other roofing and offers a proposition to the Retail Dealer that puts in his hands the means of building up a Big Business.

This proposition is based on the Exceptional ***Quality of Rex Flintkote Roofing,*** which gives the dealer who handles it an advantage over competitors.

As Agents in distributing ***Rex Flintkote Roofing*** to the trade, we are in a position to ***offer you all the advantages*** which may be attained by handling this world famous brand in your locality.

The basis of Rex Flintkote Roofing is a sheet of Prepared Felt impregnated with a Special Preservative Waterproofing Saturant and Coated on Both Sides with a Heavy Gum-Chemical Compound, to which is added on the Under Side a further Coating of Ground Flint. This Under-coating prevents the Roofing sticking to the roof boards and rotting underneath. It also creates minute air spaces between the roofing and the boards which act as an insulation from heat and cold.

Write us at once for Complete Details, thus securing to yourself the First Option in your Locality.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

THERE'S A LOT OF MONEY

IN YOUR

Washing Machine, Wringer, Churn and Clothes Dryer Department.

Your Goods Carry Our Trade-mark

THE SIGN



OF QUALITY

They're Never Dead Stock and the earlier you display them the greater your sales.



NEW CENTURY
"B" Style



ARROW BRAND

Satisfied Customers and Extensive Advertising have made them famous the country over.



FOLDING CLOTHES DRYER

MADE BY

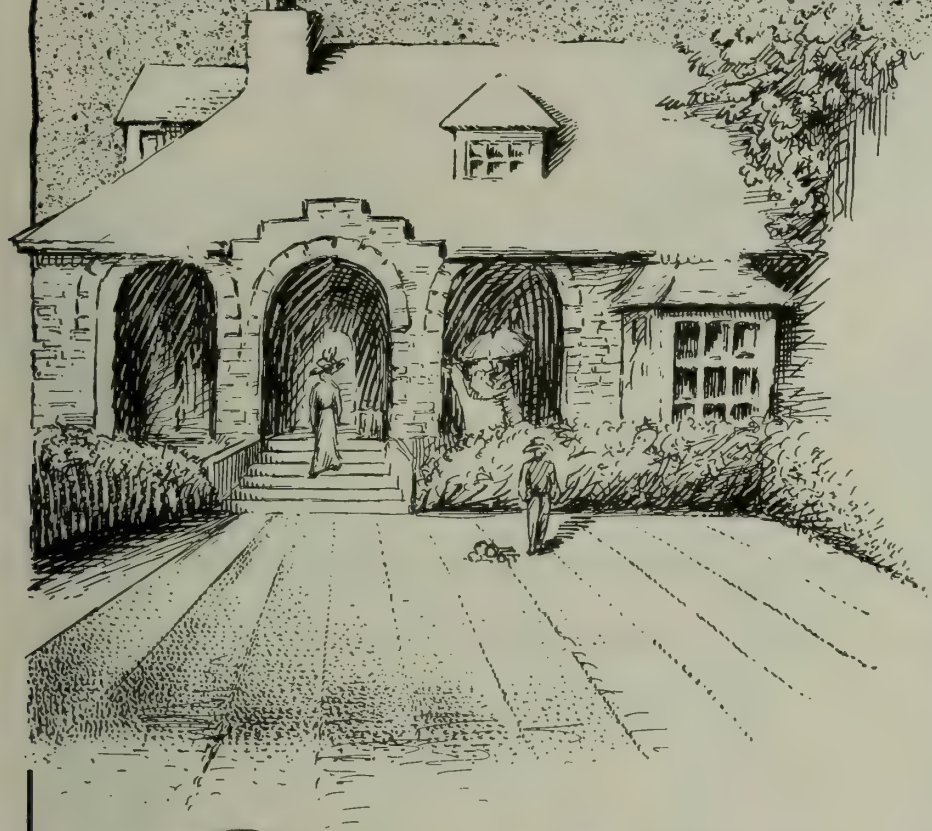
Cummer-Dowswell LIMITED

HAMILTON - - CANADA

Eastern Agents: W. L Haldimand & Son, Montreal

Western Agent: Harry F. Moulden, Winnipeg

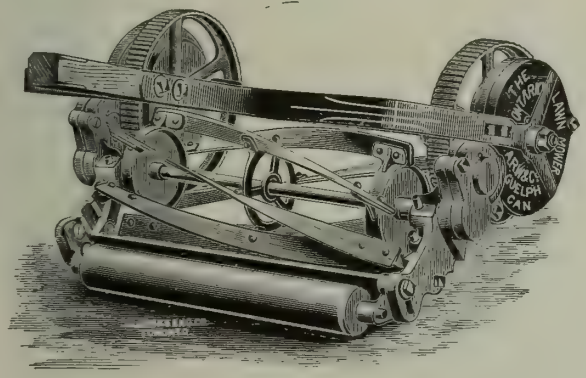
THE · ONTARIO · LAWN · MOWER



A SPECIAL MACHINE FOR SPECIAL WORK

The best results can only be obtained from any machine by a strict adaption of that machine to its definite purpose.

The Taylor-Forbes Company manufacture lawn mowers of various styles, each one carefully designed for its own particular purpose.



The Ontario Lawn Mower

is built for the use of lawn bowling clubs, etc., where a very close even cropping is absolutely essential.

The Ontario is used by the larger part of the lawn bowling clubs of Canada.

It has six blades, is made from the finest of English Crucible Steel and is guaranteed strictly. Sizes 12 and 20 inches.

Taylor-Forbes Co., Limited

LARGEST MANUFACTURERS OF HARDWARE IN CANADA

GUELPH ONTARIO

Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal; H. G Rogers, 53½ Dock St., St. John, N.B.; W. A. Maclennan, Vancouver, B.C.; J. B. H. Rickaby, Victoria, B.C.; Harry F. Moulden, Travellers' Building, Winnipeg. Man.; Canadian United Manufacturers Agency, London, Eng

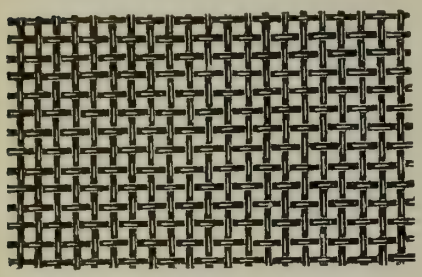
WILLIAM HOLMES — ALEXANDER DONALD

Canada Wire Goods Manufacturing Co.

AGENTS
JAS. S. PARKES,
446 St. Paul St., Montreal.

MANUFACTURERS OF
WIRE CLOTH, PERFORATED SHEET METALS
and GENERAL WIRE and IRON WORK.
182-186 King William St , Hamilton, Canada.

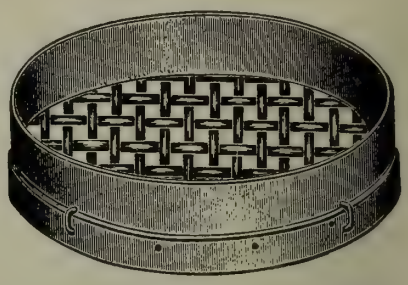
AGENTS
DAVID PHILIP, Winnipeg.
R. A. OGILVIE, Vancouver.



Wire Cloth.—There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.



CABLE ADDRESS
"BONACCORD"
HAMILTON
CODE: WESTERN UNION



Foundry Supplies.—Riddles, Bellows, Wire Brushes.

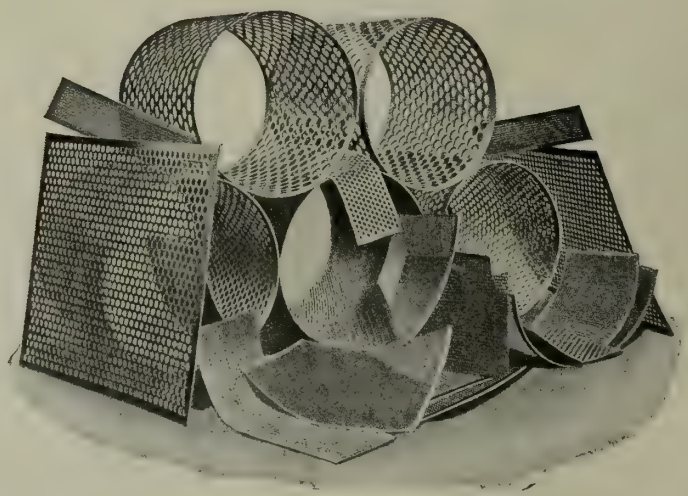


Metal Clothes Lockers, Solid Plate or Open Mesh.

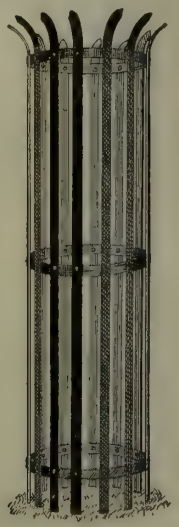
Our Goods are Second to None.

A Trial Order will Prove Our Claim.

WE SOLICIT YOUR ENQUIRIES.



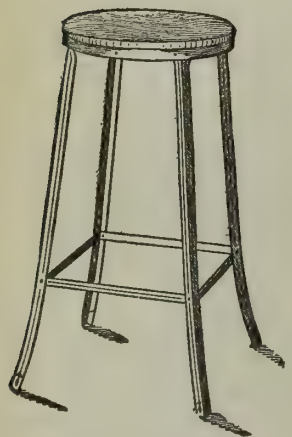
WE SPECIALIZE IN ALL KINDS OF STEEL CELLS, STEEL WORK, ETC., FOR PRISONS, JAILS AND CITY LOCKUPS.



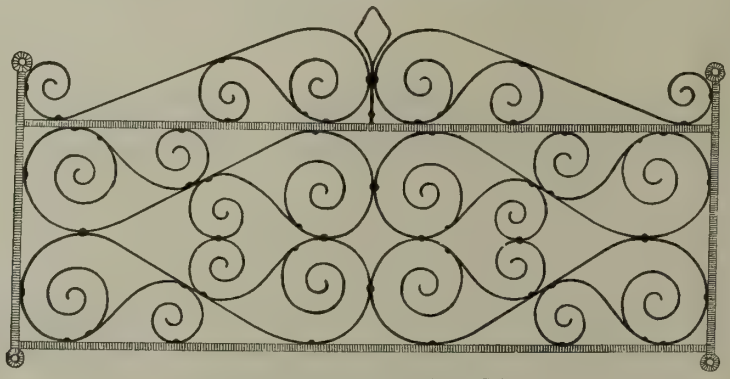
Wrought Iron Tree Guard and Trellises for Climbing Vines.



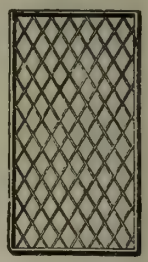
Spark Proof Fire Screens.



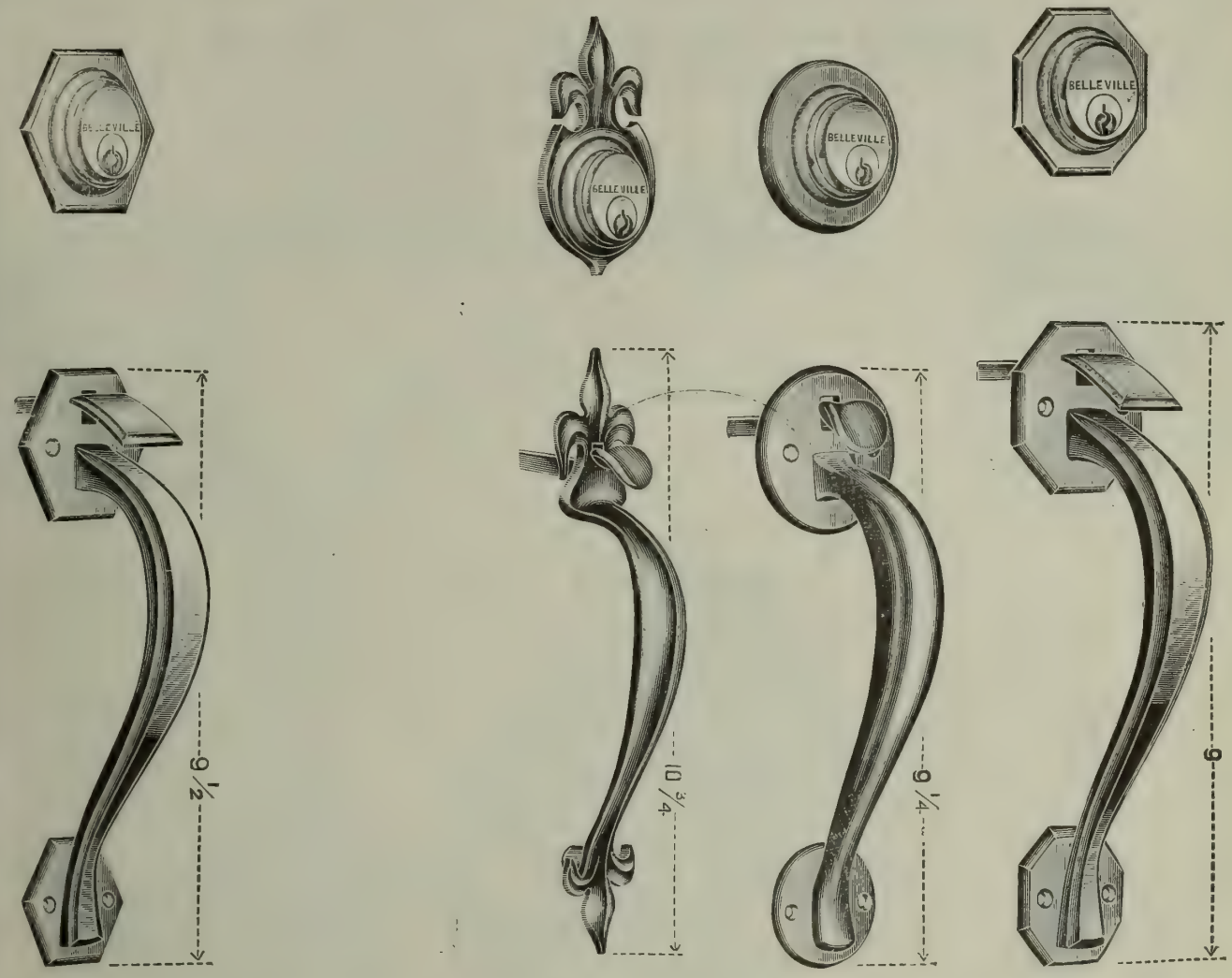
Indestructible Factory Stool. Stocked in Five Sizes.



Ornamental Brass and Iron Door Grille.



Window Guards for Factories and Public Buildings.



Front Door Sectional Cylinder Sets

The most serviceable kind of a set you can put on your front door. Handsome, strong and durable.

B. H. & L. Mfg. Co.'s goods and satisfaction are synonymous.

Write for our new Catalogue 1910, No. 3.

The Belleville Hardware and Lock Mfg. Co., Limited - Belleville, Can.

E. T. WRIGHT & COMPANY

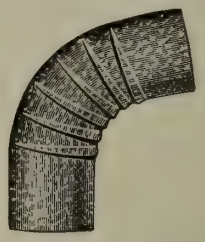
(H. G. Wright) **Hamilton, Canada**



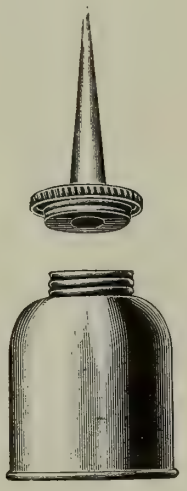
GALVANIZED CONDUCTOR PIPE—PLAIN OR CORRUGATED.
10-ft. lengths.
Inches, 2, 3, 4, 5 and 6.



GALVANIZED CONDUCTOR ELBOWS.
(Corrugated)
Inches, 2, 3, 4, 5 and 6.
Made in any angles.



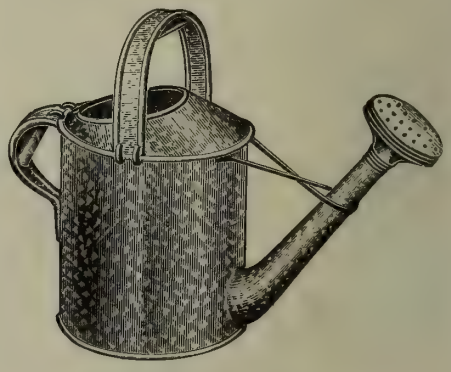
GALVANIZED CONDUCTOR ELBOWS.
(Plain)
Inches 2, 3, 4, 5 and 6. Made in any angles.



MOWING MACHINE OILER.
No. 705, with large filler. No funnel needed to fill it. Plain Steel, Japanned and Stencilled or Coppered.



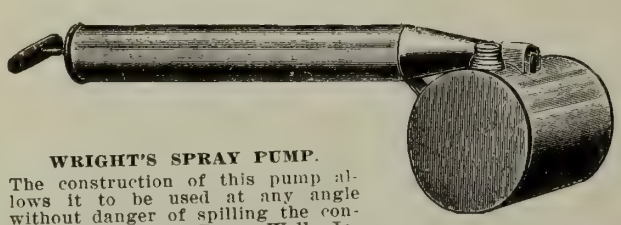
LANTERNS AND LAMPS.
No. 25 Searchlight.



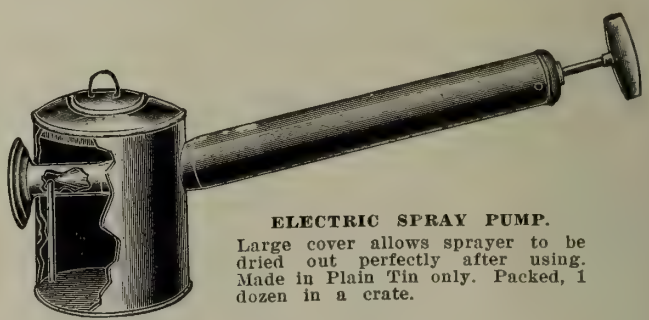
SPRINKLERS.
With threaded detachable rose. Quarts, 1, 2, 3, 4, 6, 8, 10, 14 and 16. Plain Tin, Japanned or Galvanized.

For 1911 we are putting on the market a Cold Blast Lantern which embodies a very important improvement, viz., the top of the well is dome-shaped, thus giving a much greater capacity for oil, and shedding all rain or melted snow, which would otherwise collect on the flat surface and produce rust.

The copy of our Summer Catalogue, which we have mailed to you, may not have reached you. If not, let us know. We want you to get it.



WRIGHT'S SPRAY PUMP.
The construction of this pump allows it to be used at any angle without danger of spilling the contents. Plain Tin, Brass Well, Japanned, all Brass and Galvanized. Packed, 1 dozen in a crate.



ELECTRIC SPRAY PUMP.
Large cover allows sprayer to be dried out perfectly after using. Made in Plain Tin only. Packed, 1 dozen in a crate.

Winnipeg Distributing Agents—MERRICK-ANDERSON CO., Winnipeg, Man.
Toronto Agent—F. B. WILSON, 33 Maitland Street, Toronto, Ont.
Vancouver Distributing Agents—MACPHERSON & TEETZEL, Vancouver, B. C.
Winnipeg Agents—W. REYNOLDS & CO., Winnipeg, Man.

A FEW OF

OUR LEADERS

Twines
Finished and Unfinished



WRAPPING
GRAPE
PAPER

PARCELLING

ROLLING

SEAMING

SEWING

SPRING

HAWSERS

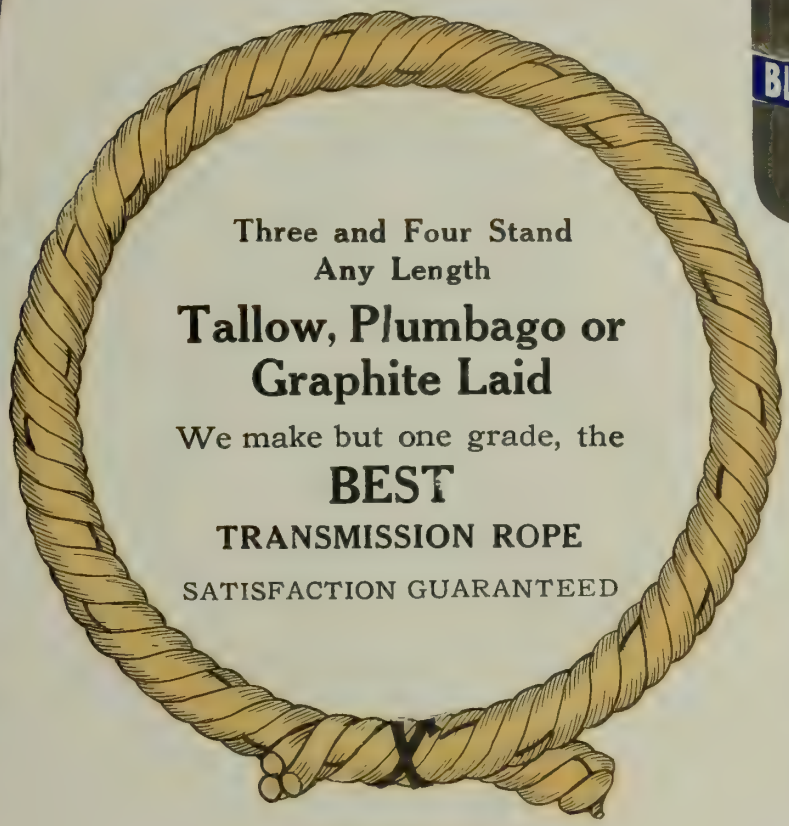
DRILLING
CABLE

BOLT ROPE

LARIAT ROPE

YACHT ROPE

Manila Tow Lines, any length. Lion Brand Lathyran, Sisal Baling, Pulp and Daper Cord



Three and Four Stand
Any Length

Tallow, Plumbago or Graphite Laid

We make but one grade, the

BEST

TRANSMISSION ROPE

SATISFACTION GUARANTEED

LION



BRAND
STANDS FOR QUALITY

Binder Twine



RED CAP, 600 feet per lb.

TIGER, 550 feet per lb.

STANDARD, 500 feet per lb.

CLOTHES LINES

HALTERS

PLOW LINES

HALYARDS, Etc.

TARRED CORDAGE

RATLINE

MARLINE

HOUSELINE Etc.

PACKINGS

CORE ROPE

CONSUMERS CORDAGE CO., Limited

Established 1825

Manufacturers of Manila, Sisal, Italian, Russian, Jute, Cordage in any form.

and

BRANCHES AND AGENTS

F. H. ANDREWS & SON, Quebec, Que.

CONSUMERS CORDAGE CO., LTD.,

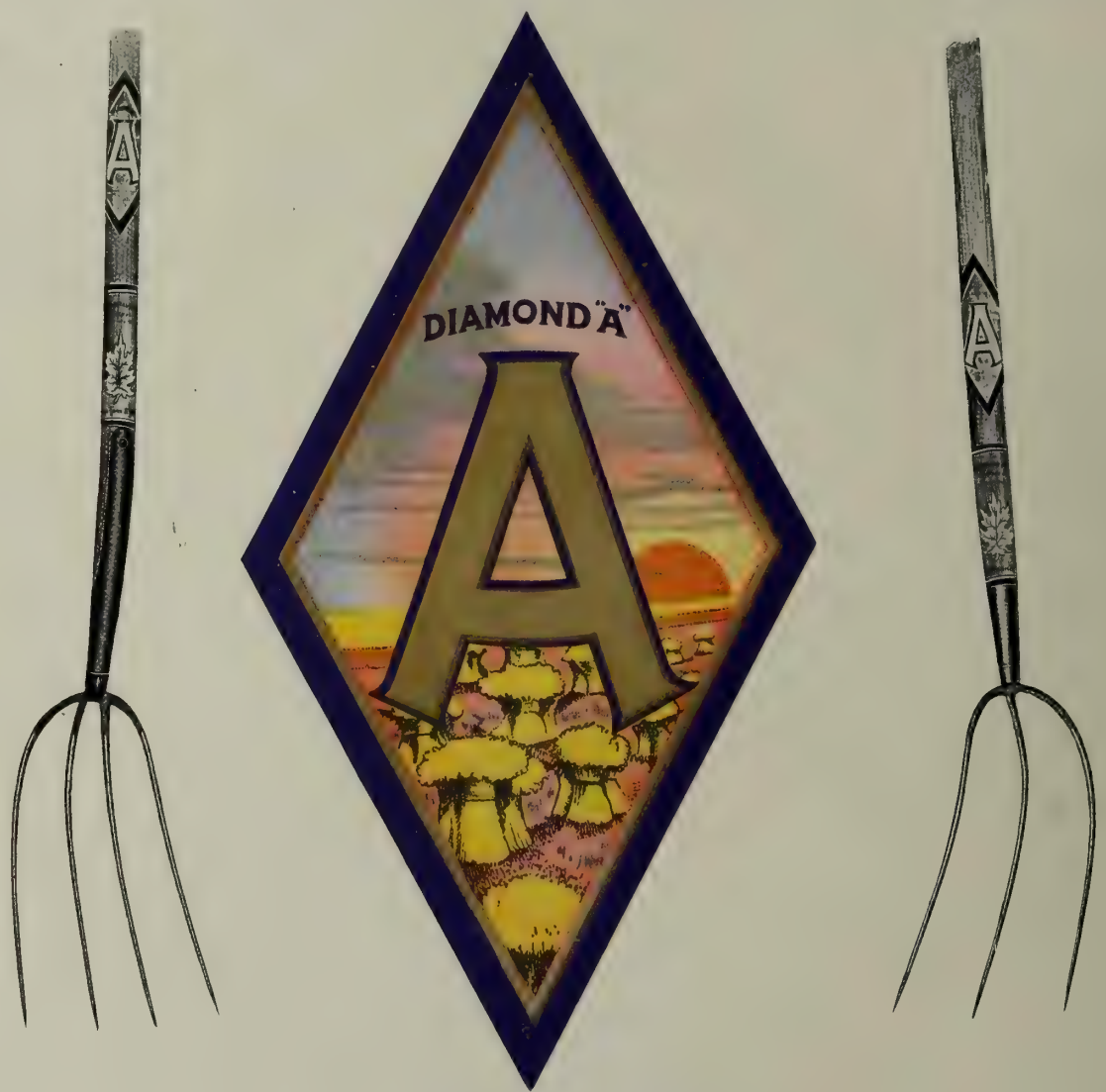
TEES & PERSSE, LTD., With Branches in Regina, Calgary and Edmonton

McGOWAN & CO.,

STOCKS HELD AT PLACES PRINTED IN YELLOW

Diamond A Harvest Tools

A NEW LINE THAT LEADS THEM ALL IN HARVEST TOOL PERFECTION



THIS LABEL
is an absolute GUARANTEE of quality.

Extra Choice Selected Handles—Tapered Pattern—Tines of High Grade Steel—
Each Tool Paper Wrapped

Satisfies Customers **Increases Profits**

The J. H. Ashdown Hardware Company, Limited

ESTABLISHED 1869

Calgary **WINNIPEG** **Saskatoon**
(Building Under Construction)

THE LABEL OF "QUALITY"

In Wall Finish



DISTRIBUTORS

The J. H. Ashdown Hardware Co.

(LIMITED)

WINNIPEG, MANITOBA

TO THE TRADE

We Mean Business!—FOR YOU.

As distributors for The Muralo Company, the largest manufacturers of Wall Finishes in the world, we offer you a first-class proposition that will prove a paying investment.



COLD WATER WALL COATING

Produces most artistic and pleasing interiors at a slight expense; a product that appeals to every householder in your community.

To introduce DUTCH KALSOMINE to your customers we supply you with an attractive outlay of advertising matter, including mailing cards, posters, banners, color suggestions, and numerous other up-to-date selling helps.

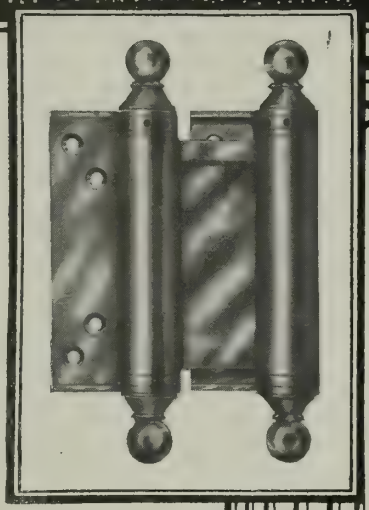
WRITE US FOR OUR SPECIAL OFFER

THE J. H. ASHDOWN HARDWARE CO.

(Limited)

Winnipeg, Manitoba

CHICAGO SPRING BUTTS

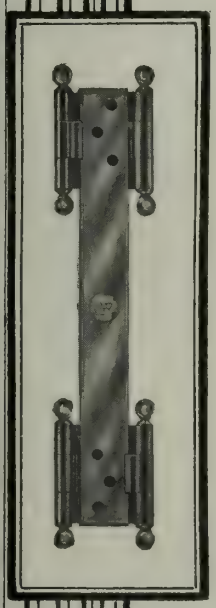


THE DOOR OF TRADE

is open wide to the merchants selling these products.

Chicago "Triplex" Spring Butts are recognized for their superiority by the Architect, Builder and Owner, and are a satisfaction to all concerned.

They are High Grade in every respect, handsome in appearance and dependable for the most severe requirements. See to it NOW that your stock is complete.



Chicago Spring Butts are the old reliable trade-makers. Consider the extent to which they are performing their work satisfactorily in every part of the country, and under all conditions.

The established reputation and demand for this article is sufficient to warrant your stock requiring attention.

Chicago Surface Floor Spring Hinges are "having the call." The substantial construction, simplicity of application and unique feature, allowing the door to be placed at any desired position, forcibly appeal to the hardware trade. This article is typical of "Not how cheap, but how good." Your stock should be ample to meet the demand, and your profits accordingly.



Send for Catalogue D-26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK

To increase your business opportunities this year, add to your stock an assortment of Quality Silverware.

IT WILL PAY YOU TO HANDLE IT

The three illustrations represent new lines that

Simpson, Hall, Miller & Co., Ltd., Toronto

have just brought out. In Design, Originality, Quality and Finish they come up to the highest standard.

Selling at the right prices,

they are just the kind for a good start.



No. 1950 Bean Pot, 4 Pints Capacity
Guernsey Earthenware Lining



No. 402 Coffee Set, Mahogany Tray and Handle.

The great demand for Casserole Goods

will be the outstanding feature during the coming Wedding season.

Our sales are increasing rapidly, showing plainly the growing popularity of this useful class of goods.

All hardware men should use this opportunity to draw more attention to their store.

Netting a good profit, selling throughout the year, brightening up your displays, they are well worth considering.

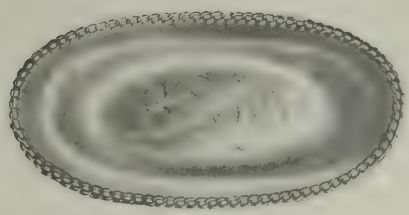


No. 1908 Casserole, 2½, 3 and 3½ Pints Capacity.
Guernsey Earthenware Lining, Cover Holder.

Write at once for further information, or let our representative call and show you our line.

Simpson, Hall, Miller & Co., Ltd., Toronto







Standard Silverware

STAPLES and NOVELTIES





Popular designs in the greatest variety at the right prices–standard quality and finish guaranteed, made by

Standard Silver Co., Ltd., Toronto

the firm where you can get everything in plate.

Special addition to our assortment:—

Casserole Goods with Guernsey Earthenware Linings

Three Patterns, Saw Pierced, Empire and Machine Pierced, in the full line, now in great demand through the growing popularity of Casserole cooking.





Small Saw Pierced Dishes, Bon Bons, with Crystal Cut Glass Linings

Original designs at from $2.00 list up, unequalled as attractive and useful presents, moderate in price.

Mission Oak Shields with Sporting Figures, Silver Finish

At from $2.00 to $2 50 list, an innovation in small trophies.



Silver plate is taking a prominent place in every hardware store, displayed in windows and silent salesmen, it will form a valuable addition to the earning power of your store and brighten up its appearance. If you have not already taken it up, start before the wedding season with a staple line and watch the result.

DROP US A LINE AND OUR REPRESENTATIVE WILL CALL ON YOU.

Circulars, cuts and advertising matter free of charge.





STANDARD SILVER COMPANY, LIMITED

33-41 Hayter Street, - - - TORONTO







WONDER-SHINE

SILVER CLEANER

Removes Tarnish without Rubbing

HOUSE CLEANING TIME - - WONDER-SHINE TIME

At no other season of the year can you, by WINDOW DISPLAYS and LOCAL ADVERTISING, increase the sale of this profit-earning line as readily as at this season.

The house-wife deep in the labor of spring cleaning will welcome the introduction of this labor-saver.

THE 50% PROFIT TO YOU on **WONDER-SHINE** makes it worth your while to push the line.



Our strong advertising campaign assures you a large demand. Nearly all jobbers carry it.

Have a stock on hand.

Write us about window display cards and other selling helps.

The Household Convenience Co., Ltd.

Toronto - Canada
Buffalo - N. Y.

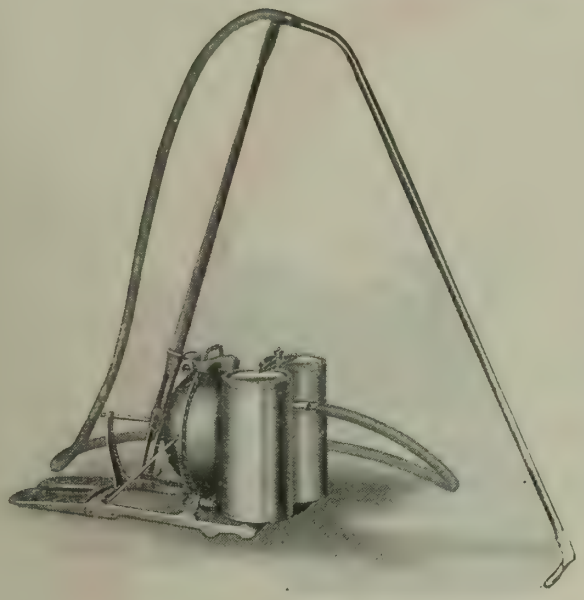
Agents for Quebec and Maritime Provinces
Smith Hardware Co., Ltd.
212 Lemoine St., Montreal, P.Q.

Agents for Manitoba and Saskatchewan
Daw & Wyssman Co.
Drawer 504, Winnipeg, Man.

Agents for Alberta and British Columbia
Donnelly, Watson & Brown, Ltd.
Calgary, Alberta

Automatic Hand Power Vacuum Cleaner

THE MACHINE WITH THE "DOUBLE TANK"



Retail Price, $25.00

"BLOWS" AS WELL AS "SUCKS"

It is utterly out of reason to attempt to measure this machine by any other hand power on earth because it is different in every essential and is infinitely superior in every particular.

MOST DURABLE, because it is built entirely of malleable iron and steel (others use tin and wood).

AIR DISPLACEMENT, the greatest; because the pump is one-third larger than any other, giving it a much more powerful suction and a strong blow (other hand machines have no blower).

EASIEST TO EMPTY, because our exclusive **double tank** device for separating the dust from the air catches 95 per cent. of the dust in the bottom of the tank without screens, baffles or water. Only 5 per cent. is screened and that on the outside of one canvas-covered cylinder (others screen 100 per cent. of the dust in complicated screens, bags, etc.)

EASIEST TO PUMP, because the screening device mentioned above offers but 5 per cent. resistance to the pump (others 100 per cent.).

EASIEST TO CARRY, because it is light, compact and perfectly balanced.

EASIEST TO USE, because slip joints are used on all connections, making them instantly detachable and interchangeable.

This machine will last an ordinary lifetime.

THE AUTOMATIC "HAND POWER" CLEANER may be operated by one or two persons.

Send your orders early, so when the rush comes you will have the machines in stock.

Automatic "Triumph" Electric Vacuum Cleaner

The Lightest and Most Powerful Electric Vacuum Cleaner Made

EVERY single desirable element in an Electric Vacuum Cleaner is found in this machine—lightness, power, beauty and noiselessness. In offering to the public an Electric Cleaner embodying all of these most desired and sought for features this company has practically eliminated every chance of competition.

It carries a positive rotary pump insuring an even suction. This pump is the most powerful ever put in a Vacuum Cleaner at anywhere near this price which means that the air displacement, and therefore the suction is much greater.

It is operated with a one-eighth horse power motor which is safely attached to your regular light wire making it comply absolutely with the insurance regulations.

The Automatic Triumph is about twenty pounds lighter in weight than its nearest competitor, it is the only one that can be carried about the house by a woman.

There are no parts about the Triumph that are not instantly accessible, and that without wrenches or screw drivers—just your hands.

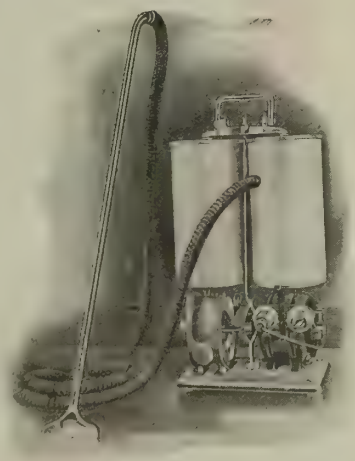
The dirt is caught in two metal separating tanks, so no dust can reach and destroy the motor as it will do where bags are used.

Easiest to Use, because slip joints are used on all connections, making them instantly detachable and interchangeable.

GUARANTEE.

"Automatic" Vacuum Cleaners are guaranteed for a year against defective material and workmanship. They will last a life-time with reasonable care.

Write for our free circular and liberal discounts.



Weighs only 35 lbs.
Retail Price, $110.00

MANUFACTURED BY

Onward Manufacturing Company, - Berlin, Canada

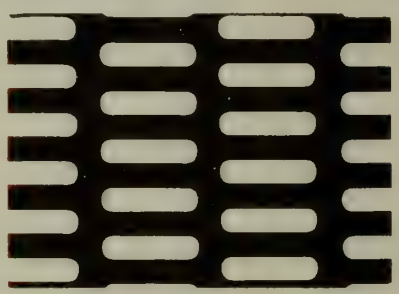
Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada

GREENING GREENING

WIRE CLOTH
WIRE CHAIN
WIRE ROPE
Etc.

PERFORATED METAL
DOOR MATS
WIRE GUARDS
Etc.

In the Standard Class!

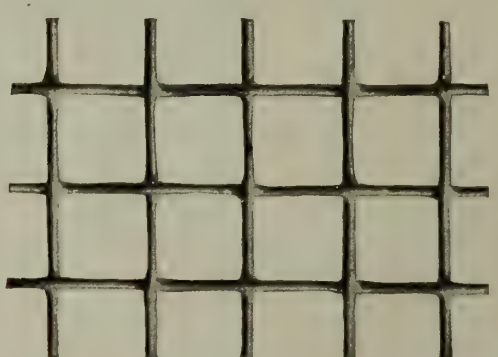


You can enhance your reputation, and add materially to your profit if you are handling the full line of

GREENING Wire Goods

This famous line is the most complete line of Wire Goods on the market--goods that it will pay every hardwareman to sell.

QUALITY RIGHT



PRICES RIGHT

The Greening Catalogue contains pointers for every hardwareman
Consult it.

The B. Greening Wire Company

HAMILTON, Ont. LIMITED MONTREAL, Que.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

SOLE AGENTS IN CANADA FOR

UNITED STATES STEEL PRODUCTS CO., Sheet Steel and Tinplate Depts., -	**New York**	Sheet Steel and Tinplate for all purposes.
EMILE REGNIERS & CO., - - -	**Charleroi**	Belgian Window Glass.
CHANCE BROS. & CO., LTD., - -	**Birmingham**	Muffled, Figured Rolled and Muranese Glass.
FOSTER, BLACKETT & WILSON, LTD.,	**Newcastle**	Red Lead, Orange Mineral, Ground, Flake Litharge, White Lead, Sheet Lead, etc., etc.
BEER SONDHEIMER & CO., - - -	**New York**	Spelter and other Ingot Metals.
VERBAND DEUTSCHER ZINKWALZWERKE,	**Berlin**	Sheet Zinc.
HULL OIL MFG. CO., LTD., - - -	**Hull**	Castor Oil, Soya Bean Oil, Castor Meal, Soya Meal.
GUEST, KEEN & NETTLEFOLDS, LTD.,	**Birmingham**	Cotter Pins, Screw Hooks, etc., etc.
BURMAN & SONS, LTD., - - - -	**Birmingham**	Horse and Toilet Clippers.
ASSOCIATED PORTLAND CEMENT MNF'RS. (1900) LTD., - - -	**London**	Cement and Whiting.

In addition to the above lines we handle Brass and Copper Sheets and Tubing, Ingot Tin, Wired Glass, Nitrate of Lead, Zinc Oxides, Sal Ammoniac, Plate Glass, Gold Leaf, Metal Leaf, and Italian Marble, etc., etc.

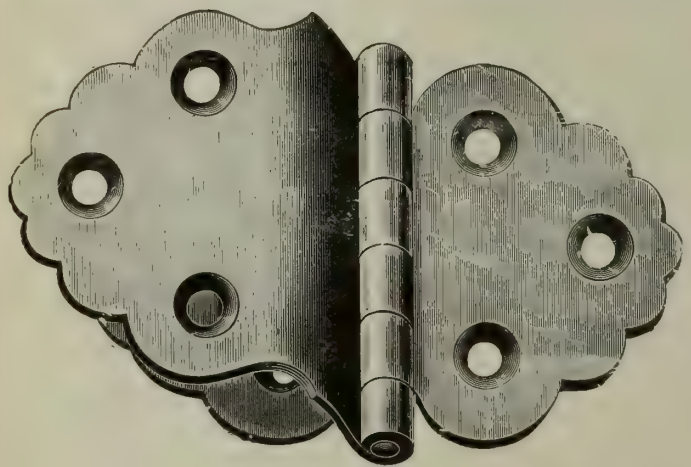
We Solicit Your Enquiries

The ECLIPSE CURRY COMB



Easy to Use Easy to Clean

Combs Thoroughly, Yet Smoothly



FULL SIZE.

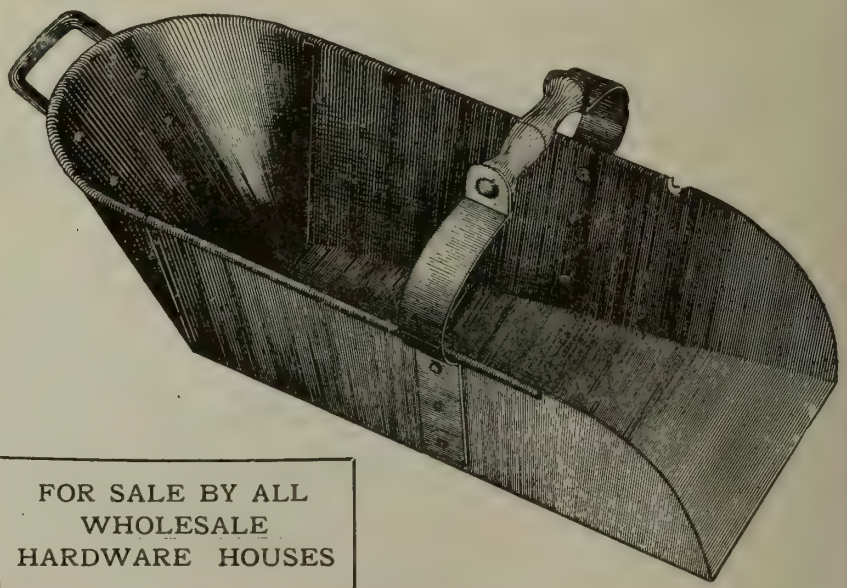
No. 26 DOUBLE CLOSET SEAT HINGE

Made in Steel and Brass

Heavily Nickeled

If interested, send for prices and information regarding this and other lines of Hinges.

The "MANITOBA" GRAIN SCOOP



Largely used for the rapid handling of grain. Every Farmer, Miller and Storekeeper wants the "MANITOBA" Scoop.

FOR SALE BY ALL WHOLESALE HARDWARE HOUSES

The Eclipse Manufacturing Company, Limited

Ottawa, Canada

The Utmost Value in Safety Razors

NEW EVER READY



12 BLADED DOLLAR OUTFIT

New "EVER-READY"

12-BLADED DOLLAR OUTFIT

is a new marvel. Better quality, better box, better blades, better stropping device, better handle, better demand, better advertising, better printing helps, better selling—suppose we add, **better stock them.**

There is no guarantee that you could possibly demand for the shaving qualities of a razor at $5.00 that we won't O.K. for the **EVER-READY** 12-bladed $1.00 outfit.

There is not a single occasion where we fail to protect the dealer with the fullest guarantee of satisfaction for every individual customer.

Any time a customer shows dissatisfaction we will buy back the **EVER-READY** outfit at the full retail price, and you, Mr. Dealer, need never lose the profit from an unsatisfactory sale, if it ever occurs.

Can you better that for straightforward, honest evidence of good faith on the part of a manufacturer?

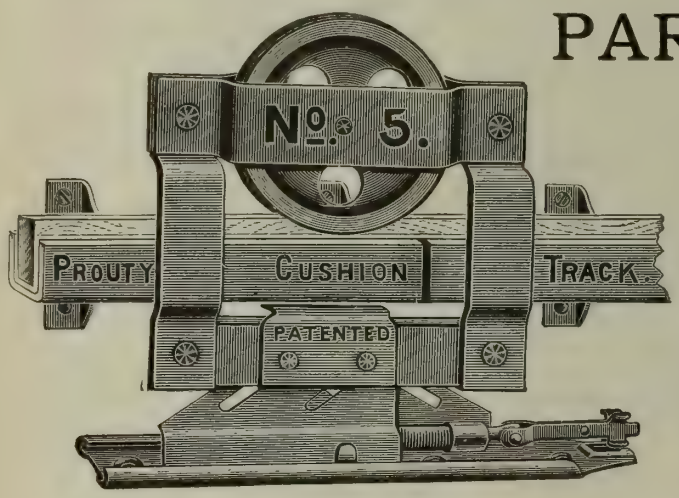
Isn't such faith worthy of your fullest co-operation? Isn't such evidence of our guarantee your protection, the safeguard for your fullest recommendation to your trade? Tell your customers that the **EVER-READY** is best—recommend it openly—fully—we'll "back up" your approval of it.

INTERNATIONAL DISTRIBUTING COMPANY

CORISTINE BUILDING, MONTREAL

Success in Handling Hardware

depends to a large extent on keeping in touch with the source of supply. We invite correspondence, and will gladly furnish information in regard to numerous saleable articles of hardware, of which two are described below. Our



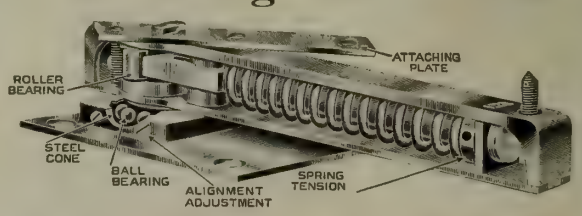
PARLOR DOOR HANGER

holds a first place in its class. Strong, durable and silent, it gives perfect service indefinitely. Selling points are found in the felt compression washers, preventing side play of the wheel, the felt cushion between truck and metal casing so absorbs all vibrations, rubber tired roller floor guides, etc.

T. C. Prouty Co., Ltd.

Prouty Adjustable Floor Hinge

is a perfect double-acting floor hinge set above the floor level to escape the drifting dust, and is thoroughly proof against dirt and moisture. The wearing parts are case hardened steel and roller bearings protect all points of contract. Adjustments of alignment and spring tension are simple. A positive hold back at 95 degrees. These hinges sell well as they are easily installed and handsomely finished



T. C. PROUTY CO., Ltd.
ALBION MICH.

BRANCH OFFICES—SAN FRANCISCO, Cal., 693 Mission St. DENVER, Col., 1421 Blake St. NEW YORK CITY, 16-18 Reade St. BOSTON, Mass., 161 Summer St. PHILADELPHIA, Pa., 920 Drexel Bldg.

The Horse Clipper They Tried to Imitate

They Stole the Idea —and Then Couldn't Use It

We Feel Highly Flattered at Being Imitated So Much

There's *ONLY ONE* **STEWART**, and only *ONE FIRM* that can make the **STEWART.** That's ourselves.

Stealing the **STEWART** idea is a high compliment to Stewart superiority. But what was the good to a concern who didn't have the manufacturing facilities or mechanical skill to turn out a machine they endeavored to copy.

We give our competitors credit for recognizing real merit in horse clipping machines. We furthermore give credit to horse owners throughout Canada who recognize the **STEWART** as the genuine machine and a certain other make as a **poor imitation** of the **STEWART.**



Why the STEWART is Good

The **STEWART** is universally used because of:

1st. Wonderful Simplicity
(In Construction and Operation)
2nd. Enormous Durability
3rd. Great Convenience

The **STEWART** is complete in itself and is ready for work as it stands. There are few working parts and no delicate, intricate parts. In operation it's simply a case of turning a handle and guiding the knife over the horse. No fear of injury to animal or operator. With a **STEWART** there are no delays, no wasted time, no need of costly expert labor. Anybody can clip a horse thoroughly with a **STEWART.** All working parts are enclosed and protected from dust and dirt. Gears are cut from solid steel bar made file hard, and run continually in oil so that friction and wear is practically done away with. A **STEWART** will last a lifetime and is guaranteed for twenty-five years.

Dealers in Canada Sell the Famous STEWART

Canadian dealers who value continued *"COME-BACK-AGAIN"* trade should sell **STEWARTS**—not imitations.

STEWARTS are widely advertised in Canadian publications and every horse owner in Canada has been told about their merit.

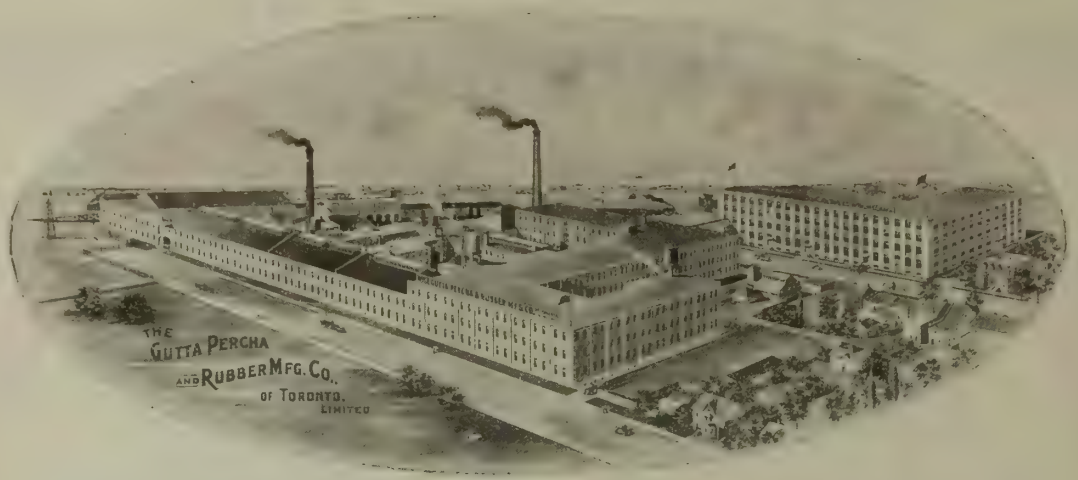
They pay good profits and bring repeat orders as a matter of course. Our co-operation with Canadian dealers means a lot.

List for Canada Only . . . . . **$9.75** Complete

We are telling horse owners what an economy a **STEWART** horse clipping machine at $9.75 really is. We have advertised that **STEWARTS** are sold by local dealers throughout Canada. We have a splendid proposition for the dealers who want to supply the demand in their locality. Write today.

All leading jobbers in Canada stock these machines regularly.

CHICAGO FLEXIBLE SHAFT COMPANY
250 Ontario Street
CHICAGO



The Gutta Percha & Rubber Mfg. Co.

OF TORONTO, LIMITED

S. T. Warren, Pres. Trumbull Warren, Treas. C. N. Candee, Sec'y and Gen'l Mgr.

MANUFACTURERS OF

HIGH GRADE RUBBER GOODS

Belting for all purposes
Packings
Gaskets
Valves
Tubing

Plumbers' Goods
Mats
Tiling
Moulded Goods



Rubber Hose For
Water
Suction
Steam
Air

Fire Protection
Acids
Brewers
Pneum. Tools

SOLE MANUFACTURERS OF

"Maltese Cross" and "Lion" Brand Rubbers

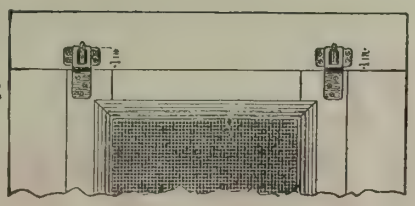
The best-fitting, best-wearing and most stylish Rubber Footwear on the market.

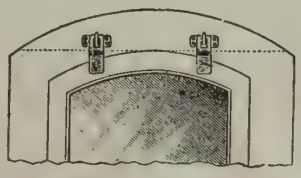
HEAD OFFICES:

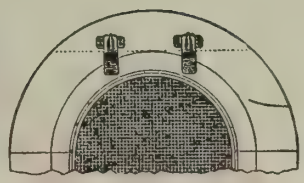
47 YONGE STREET, TORONTO, CANADA

BRANCHES:

MONTREAL HALIFAX WINNIPEG CALGARY VANCOUVER
SYDNEY AND MELBOURNE, AUSTRALIA.







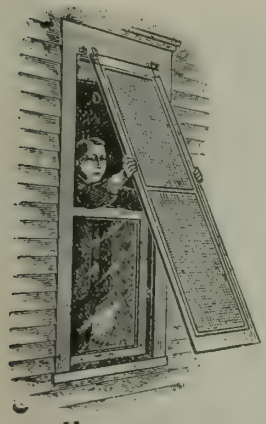
No. 1724.

THE SCHRODER

"PEERLESS"

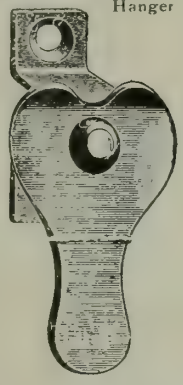
Hangers and Fasteners

are very easily attached, and positively prohibit sliding and sticking.
Lock quietly and firmly. Burglar-proof.



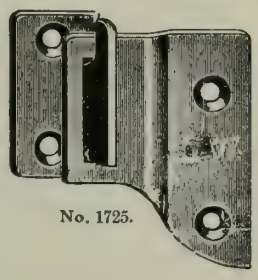
No. 1724.

"Peerless" Half Screen Hanger

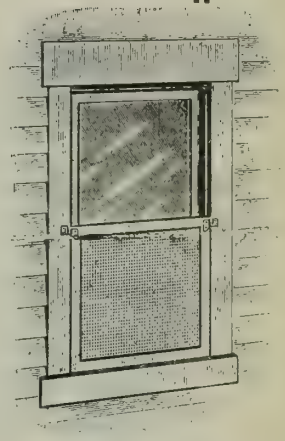


No. 1726.

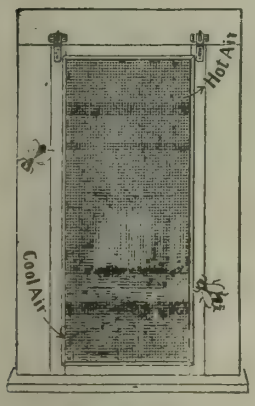
"Peerless" Rotary Fastener.



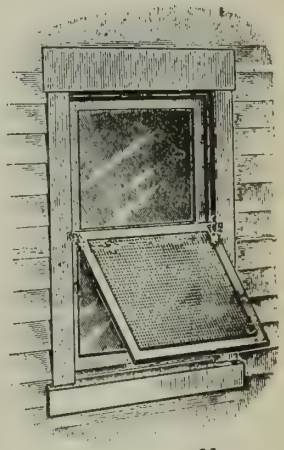
No. 1725.



Closed.



No. 1724.



Open.

Insure proper ventilation, exclude flies, and are superior to any window spring-bolt, door button or ordinary eye and hook.

Make a great saving in time, expense and trouble.

Why not feature "Peerless" Hangers and Fasteners? They are, as the name implies, without a peer.

WRITE TO-DAY FOR DETAILS AND PRICES.

COWAN & BRITTON

Hinges, Butts, Hasps, etc., and every description of Builders' Hardware

Gananoque, Ont.

The Schroder Peerless Half Screen Hanger and Rotary Fastener, for Spring and Summer. Get the cool air without the flies.

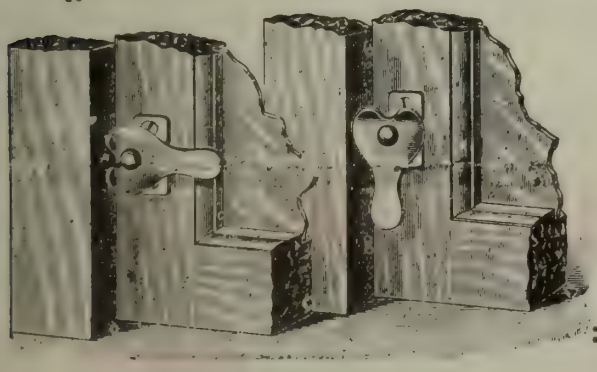
AGENTS:

ASSELYN & McMASTER,
207 St. James Street, MONTREAL.

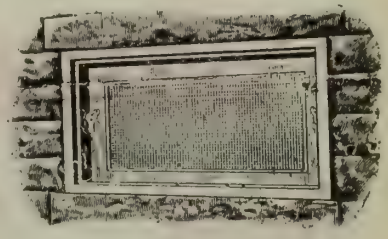
DAVID PHILLIP,
291½ Portage Avenue, WINNIPEG.

J. A. GIARD,
QUEBEC, P.Q.

R. A. OGILVIE,
429 Pender Street West
VANCOUVER, B.C



Open Locked.



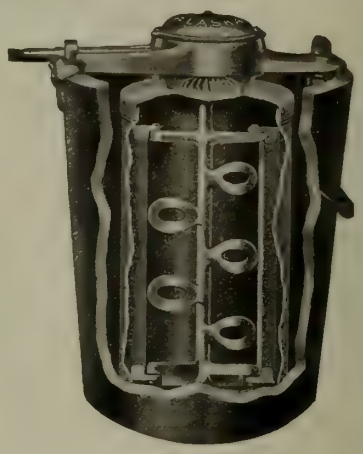
In use in Cellar Window

The 3-MINUTE ALASKA FREEZER

"The freezer with the aerating spoon dasher"



is the easiest freezer to sell because its selling points are irresistible.



THE woman who knows what an Alaska Freezer will do, will buy an Alaska Freezer, and no other. And let one Alaska Freezer get into a neighborhood, and there will be a dozen there before the season is over.

BECAUSE—the Alaska Aerating Spoon Dasher has given a new meaning to ice cream making in the home. It makes smoother, more delicious ice cream than any ice cream freezer ever made before.

This isn't a mere assertion. The aerating principle—the open mesh of the egg-beater or the beating spoon—is familiar to every housewife.

But this isn't all. The Alaska has other points that no housekeeper can resist.

It is a *real* 3-minute freezer. No other freezer makes perfect ice cream so quickly. It operates much more easily than any other freezer made. It is the first freezer to transform ice cream from HARD WORK TO NO EFFORT WORTH TALKING ABOUT.

WRITE FOR PRICES

The SHEET METAL PRODUCTS CO. of Canada Limited

SELLING AGENTS FOR CANADA

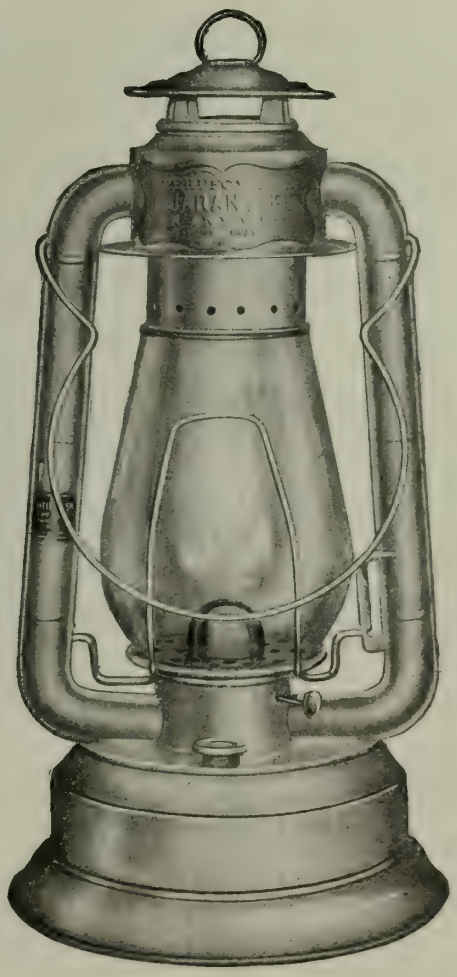
MONTREAL **TORONTO** **WINNIPEG**

Beacon Cold Blast Lanterns

No. 200 Jumbo Pattern

Can be filled, lighted, regulated and extinguished without removing the globe. The simple lever or crank on the side tube raises the globe to light, and locks the globe down to the burner. Fount holds sufficient oil to burn 48 hours.

New Extinguishing Device



New Inside Lift

SUPPLIED IN
BRIGHT TIN ONLY
Packed in cases of one dozen each.

FITTED WITH
No. 2 Burner
One Inch Wick
No. 2 Globe

PRICE LIST AND DISCOUNT SHEET FURNISHED ON APPLICATION.

The Sheet Metal Products Company
OF CANADA LIMITED

SUCCESSORS TO

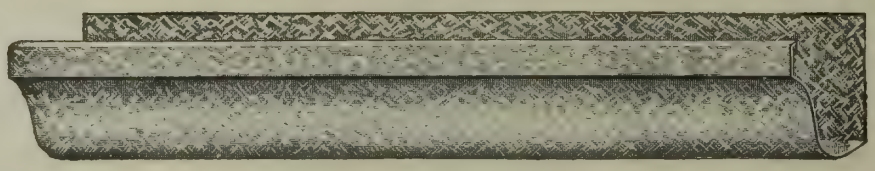
Kemp Manufacturing Company

Montreal Toronto Winnipeg

The Right Goods—Quickly Shipped

The Busy Tinsmith, who deals with us, will never be disappointed at not receiving his shipments on time. We make a specialty of prompt shipments, all orders being filled the day they are received.

Try us with your next order for



EAVETROUGHS

Round, Square, or Corrugated Conductor Pipe, Elbows, Cornices, Crimped Iron, Skylights, Ventilators, Galvanized Iron Sheets, Corrugated Iron Roofing and Siding



Our Eavetrough and Conductor Pipes have established a high reputation for uniformity of quality and make. No time is lost on the job getting them together.

In this respect alone our goods will save you a lot of money.

May we quote you on your next order? Upon our prices, goods and methods we rely to secure your future orders.

WHEELER & BAIN

The Quick Shippers

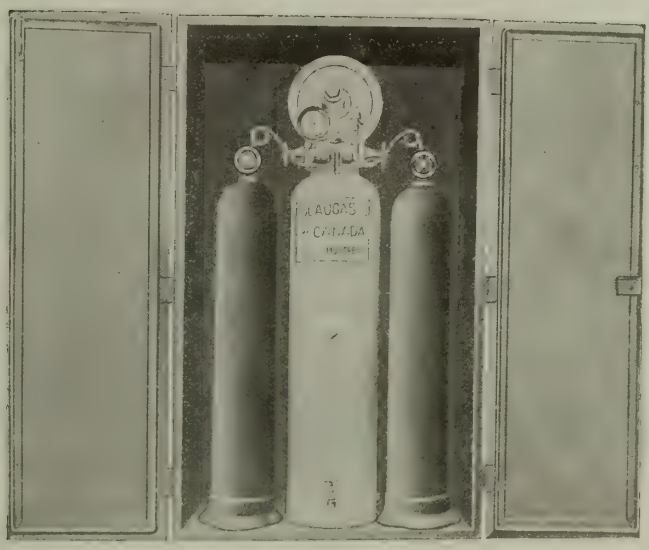
Toronto, Canada.

Blaugas Plants are Replacing all Other Systems in the Largest Factories

THE
SAFEST
CHEAPEST
MOST EFFICIENT
GAS
FOR
LIGHTING
HEATING
COOKING
IN
COUNTRY CLUBS
AND HOUSES
HOTELS
BOARDING
HOUSES

Blau-Gas

TRADE MARK



OUTFIT "B" SUFFICIENT FOR 50 LIGHTS

THE
HOTTEST
STEADIEST
MOST RELIABLE
GAS
FOR
BRAZING
WELDING
CUTTING
IN
FACTORIES
MACHINE SHOPS
AND
LABORATORIES

BLAUGAS

Blaugas is three times **less** explosive than city gas and has three times **greater** heating value. (1800 B.T.U,'s-600)

Blaugas is sold by the pound (10c. f.o.b. Montreal) in steel bottles containing about 20 lbs. of gas. One pound will give a 70 c.p. light for 15 hours.

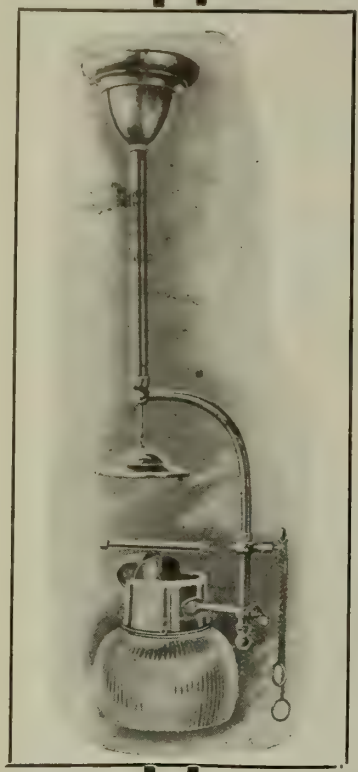
Blaugas is the only reliable artificial light for the country—a child can attend to it—there is no dirt, no danger, no underground plant, no work. Installations made by our own men and satisfaction guaranteed.

Blaugas is in extensive use in factories, machine shops, and laboratories for bunsen burners, singeing machines, shoe-making machinery, etc.

Send for Catalogue "B."

BLAUGAS CO. of CANADA, LTD., 27 McGill College Ave.
MONTREAL

Instal Our System of Lighting in your own store first—



It will add so to the attractiveness of your store, and you will get so enthusiastic about it yourself, that you will be asking for our agency.

It is the very best, safest and cheapest light for use in stores, homes, churches, hotels, etc., and has been passed as O.K. by all Insurance Companies.

The simplest and most efficient gasoline lamp in the world. Constructed upon new and scientific principles. A lamp that we guarantee and that guarantees itself through its very simplicity, ease of operation and utility. Absolutely nothing that can wear out or get out of order that cannot be removed and replaced **without the use of tools,** other than nature has given, **in five seconds.**

MacLaren & Co.

GASOLINE LIGHTING SYSTEMS

Merrickville, Ontario

Get details of our special price offer to merchants. Write to-day.

B
TRADE MARK

CANADIAN BILLINGS & SPENCER, Limited

WELLAND, ONTARIO



"All Steel" Screw Drivers

Wrenches, Turnbuckles, Pliers, Ice Picks, Auto Kit in Bags, Etc.

Special DROP FORGINGS of all kinds

SEND MODELS OR BLUE PRINTS FOR ESTIMATES

Red S Brand

Window Glass

WE HAVE IT!



YOU NEED IT!

The Toronto Plate Glass Importing Co. Ltd.

(HILL & RUTHERFORD, Managing Directors)

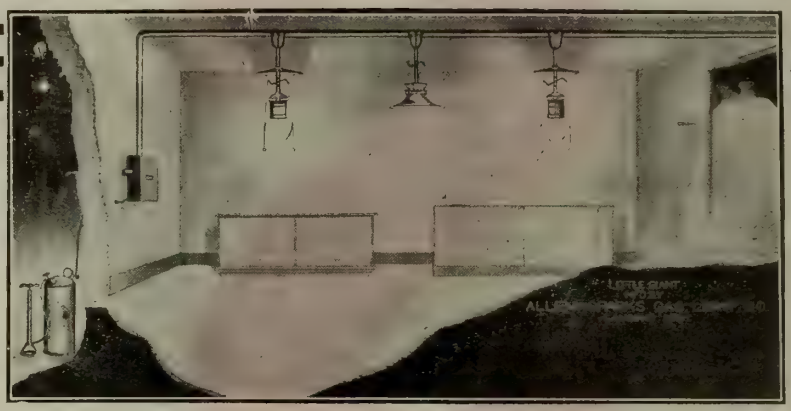
PLATE, WINDOW, FIGURED, STAINED, WIRED,
BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, - - - Toronto

GLASS BENDERS TO THE TRADE

"LITTLE GIANT"
Gasoline Lighting System

Use it



Sell it

A "LITTLE GIANT" system will light your store better than electricity at about one-fifth the cost. Easy to operate. Fire insurance underwriters give "LITTLE GIANT" systems their unqualified approval, and they do not increase insurance rates

THERE IS A BIG DEMAND

for "LITTLE GIANT" systems wherever a live man takes hold of them. We want live agents everywhere, preferably hardwaremen, who can thus create for themselves permanent customers for gasoline. Write for particulars to-day

Allen-Sparks Gas Light Co., Inc., Lansing, Mich., U.S.A.

Get After Prospective Builders!

DON'T WAIT FOR THEM TO COME TO YOU!



Ceiling Design, No. 752.

You can corner a whole lot of new and profitable business if you are handling the

"Crown" Patent Steel Shingle

The "Crown" Shingle Patented 1909.



With its effective lock, splendid wear and fine resisting qualities.

And for inside walls and ceilings we have an exceptionally handsome range of metal sidings and ceilings, in which you can cater for the taste of even your most critical customer.

Send for our new artistic catalogue and get busy, right away. Write us to-day.

McFARLANE and DOUGLAS, Ltd.
OTTAWA, - CANADA



1 MILLION
NATIONAL CASH REGISTERS
IN USE ALL OVER THE WORLD



"SUCCESSFUL MERCHANTS PUT A RECEIPT IN EVERY PARCEL"

Quick Service and Protection
FOR THE MILLIONS



ONE million merchants are protected from carelessness, mistakes and losses every day by National Cash Registers.

FIVE million clerks are protected from mistakes, misunderstandings and unjust suspicion every day by National Cash Registers.

FIFTY million dollars or more are protected every day for merchants who have National Cash Registers.

FIFTY million customers are protected from mistakes and are more quickly served every day in stores having National Cash Registers.

EVERY one and one-sixth minutes of every working day a National Cash Register takes its place in some progressive store to prevent worry, disputes and losses, please customers and increase trade and profits.

NATIONAL Cash Registers are already in most successful hardware stores, paid for out of the money they save.

"WE know that the Cash Registers have not cost us a cent," say The Russill Hardware Co., of Toronto. "We have saved their cost in the elimination of costly mistakes and protection afforded and consider them the most indispensable part of our business plant."

IF you want to know how National Cash Registers will stop mistakes, increase YOUR profits, increase YOUR business and satisfy YOUR customers, we'll tell you.

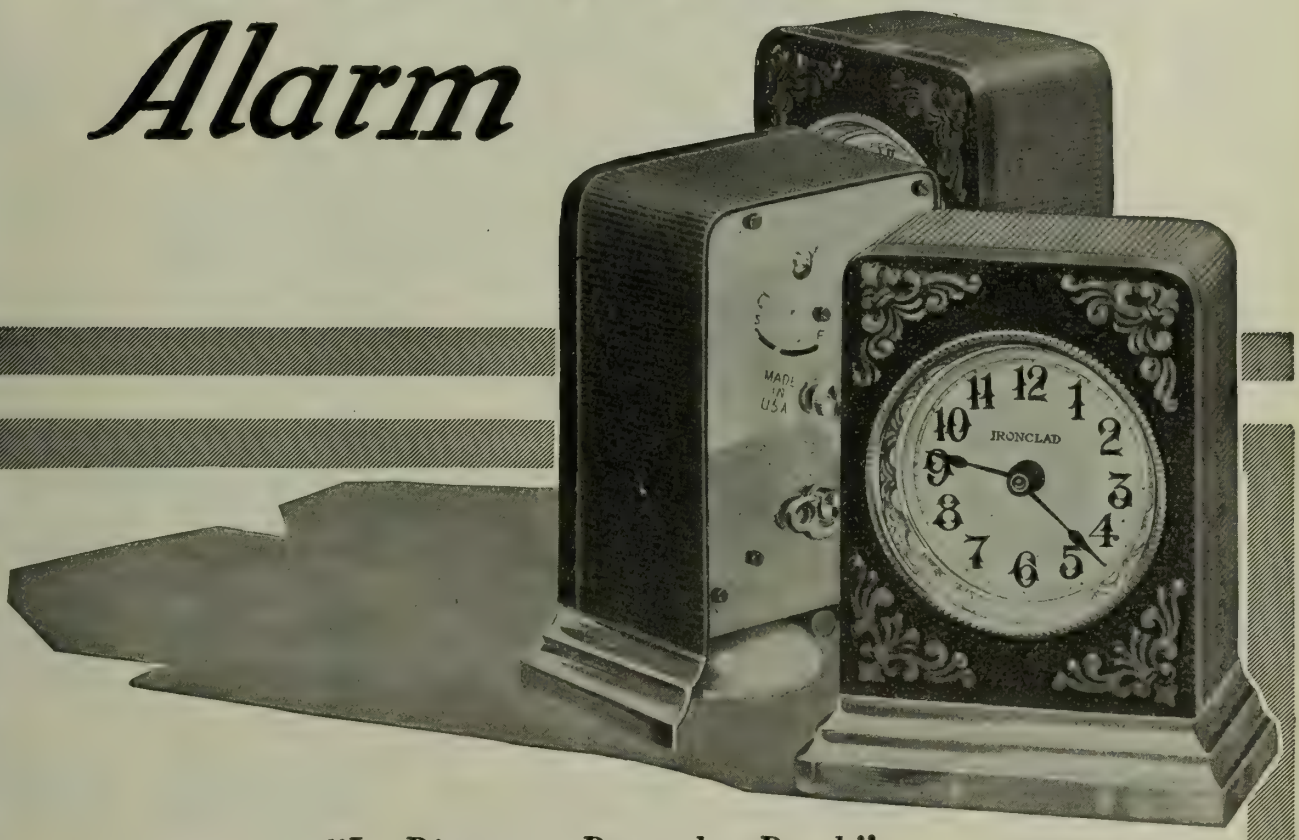
And National Cash Registers Cost Less Now Than Ever Before

It will pay you to investigate. Writing for booklets and new price lists places you under no obligation.

The National Cash Register Co.

Canadian Factory: Toronto. **F. E. MUTTON, Manager for Canada, 285 Yonge St., Toronto**

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

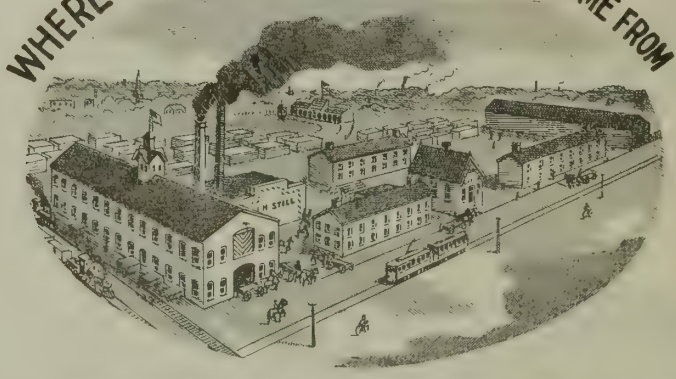
The Western Clock Mfg. Co.,

La Salle, Illinois.

"STILL'S"

OF ST. THOMAS

WHERE THE WORLD'S BEST HANDLES COME FROM



AXE, FORK AND SHOVEL HANDLES

Horse Pokes, Hockey Sticks, Etc.

Without brag, we may truthfully claim that the name "J. H. Still" stands for the very best values obtainable in wood handles for Axes, Hammers, Forks, Shovels, Picks, and other tools and for a very extensive range of other wood turned products.

Our experience shows that one of the most important features of this line of business is accurate grading. And we accordingly pay great attention to this feature.

Our range of grades, sizes, and shapes is one of the largest made; and each article we produce represents the very best value for the money.

As we are specialists in our lines, our methods are so economically organized that we can naturally quote the lowest prices obtainable.

WRITE US FOR COMPLETE CATALOGUE AND TRADE DISCOUNTS.

J. H. Still Manufacturing Co.

St. Thomas, LIMITED Canada

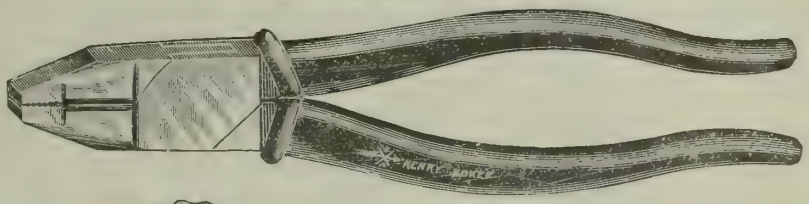
HENRY BOKER'S

ARROW BRAND

LINEMAN'S PLYERS

A full assortment of all kinds of plyers.

Insist on getting Boker's.



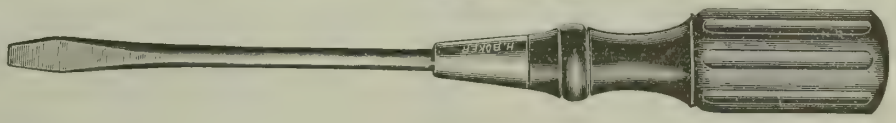
PIPE TONGS



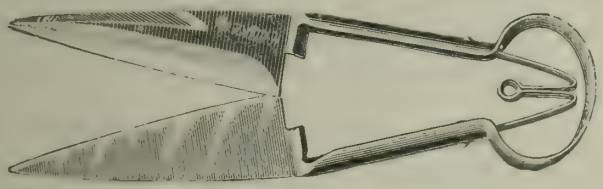
Fully warranted.

SCREWDRIVERS

Made of the best tool steel, highly polished, black handle.

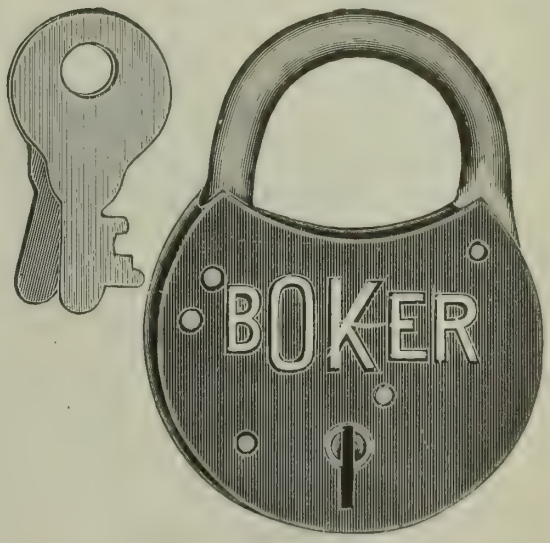


SHEEP SHEARS



Of all descriptions.

SPRING PAD LOCKS



"ARISTOS"



Very best quality, Nickel-plated Toilet Clipper.

Complete line of high-grade Chest, Till, Cupboard, Desk Locks, etc.

For Sale by all Leading Wholesale Hardware Houses



"That's the road to bigger profits and permanent success."

Permanent success demands absolute confidence in the goods you sell—a perfect assurance that every sale you make will create more business for you.

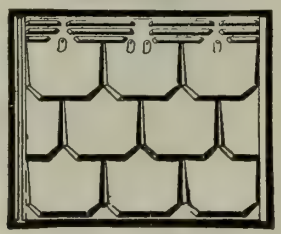
This is exactly what "Metallic" Goods will do. Every sale means a permanent, satisfied customer and thousands of dealers know it. Actual twenty-five-year wear and tear tests have proven the superior quality of Metallic Building Materials.

Figure this out for yourself—the one-time sale of the "just as good" brand, or the steady increasing trade of satisfied customers.

"Metallic" Goods lead all building materials. In workmanship, quality and design, they are the best that money can procure. "Metallic" Goods are the choice of the dealer who knows.

Stock "Metallic" Goods now, the right season to make a judicious selection of building materials, and compare your profits and prospects with those of your best year.

EASTLAKE



STEEL SHINGLES

Eastlake Steel Shingles
Metallic Ceilings and Walls
Metallic Rock Faced Siding
Metallic Cornices and Finials
Conductor Pipe and Eavetrough
Fireproof Doors and Windows
Ventilators and Skylights
Corrugated Iron
Portable Granaries

Send to-day for latest illustrated price list. Also mention our interesting free booklet, "Eastlake Metallic Shingles"—it will assist you in making sales.

The Metallic Roofing Company, Limited

Manufacturers

TORONTO - - and - 2325 - WINNIPEG

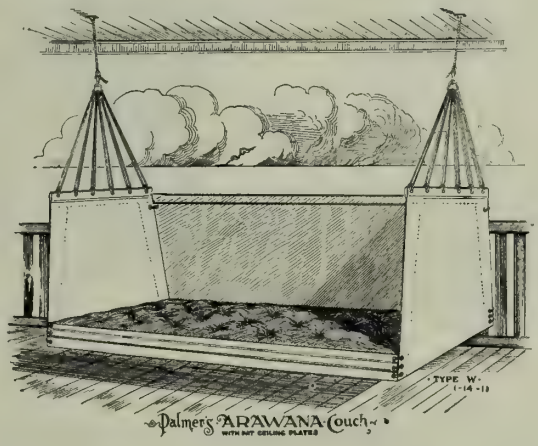
PALMER'S

Arawana and Monarch Hammocks



A standardized line of Couch Hammocks, easily dismembered and permitting of partial replacement.

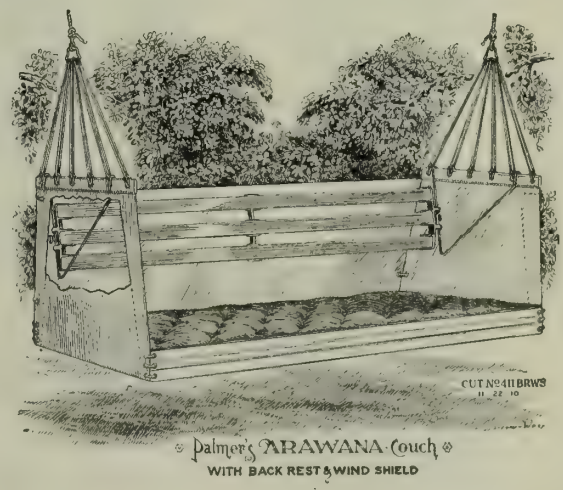
Send for catalog of Arawana and Couch Hammocks, illustrated in colors.



The original, largest and best equipped Hammock plant in the country.

The Couch Hammock here shown can be used with back up as a settee, or with back down and flat as a couch.

Also manufacturers of Mosquito Canopies, Nettings, Crinoline Linings, Horse-fly and Minnow Nettings and Window Screen Cloth. Dyeing, Sheer and Swiss Finishing.



The I. E. Palmer Co., Middletown, Conn.

New York Office - - 55 Worth Street

Canadian Representative:—R. N. SCOTT, 200 McGill Street, Montreal.

A Page of Wire and Sheet Metal Goods that are Sellers the Year 'Round

MADE BY

ANDREWS WIRE WORKS OF CANADA, Limited

Watford, Ontario - and - Rockford, Illinois

Send for complete catalog and learn about the entire line.

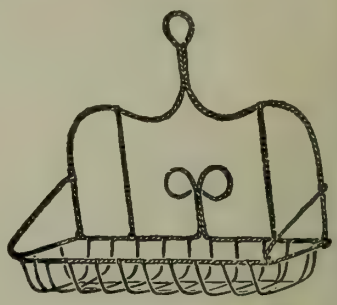


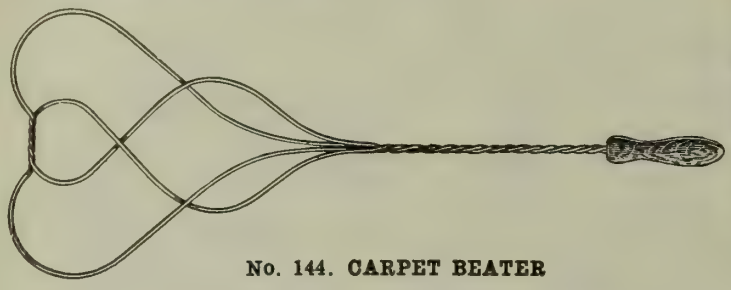
MRS. VROOMANS SINK STRAINER

Every genuine Vrooman Strainer is attractively labelled showing "The Vrooman Girl" at work at her sink, thus suggesting to your customers how useful a VROOMAN SINK STRAINER would be in their own kitchen.



"Saves the Housekeeper Dirty Work."





No. 144. CARPET BEATER



HIGGINS' PERFECT FLUE STOP

Locks in the Flue Cannot Blow Out

Showing finished side in room

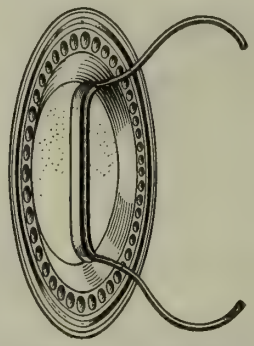
Reversed for papering over





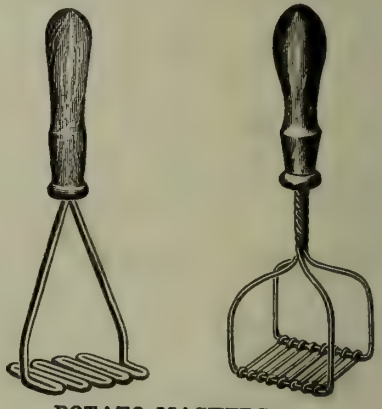
"ANDROCK" WIRE BASKETS

are made for rough usage and will stand more abuse and last longer than any other basket made. Give your customers a chance to get the best.



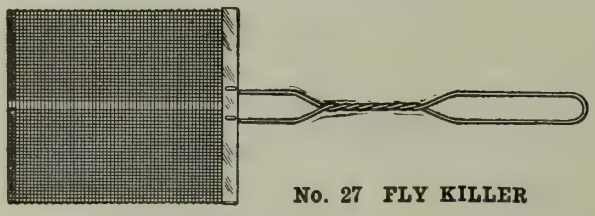
ANDROCK FLUE STOP

It holds firmly in the flue, as the hoop is made of No. 11 Spring Steel Wire



POTATO MASHERS

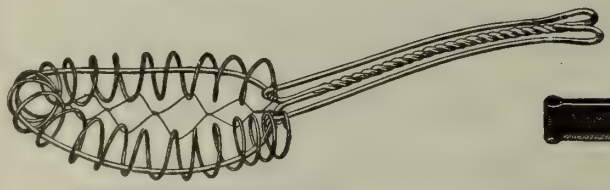
Six Styles carried in stock



No. 27 FLY KILLER



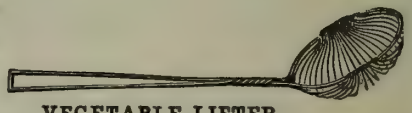
BREAD TOASTER



ELECTRIC EGG BEATER

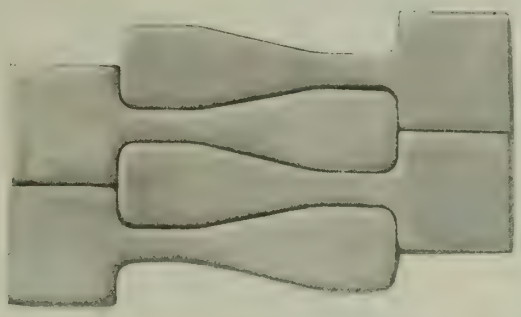


THE "IDEAL" TROUSER HANGER

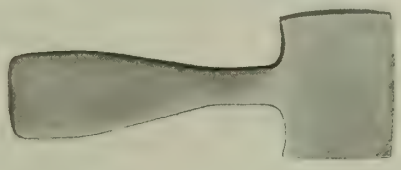


VEGETABLE LIFTER

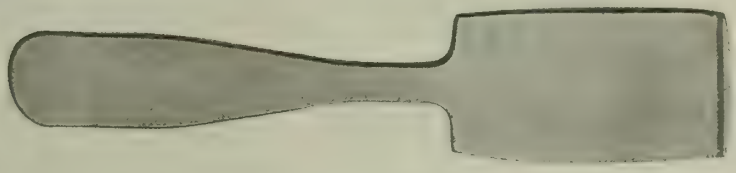
An illustration showing the different processes in the Manufacture of a Louis XV Tea Spoon



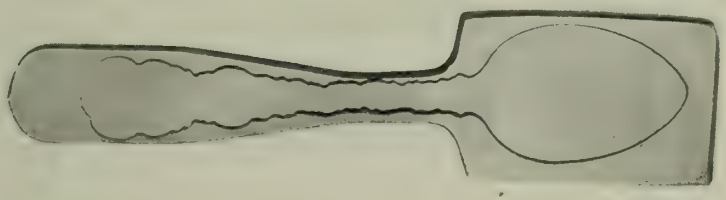
No. 1
Showing manner of cutting blanks from sheet metal



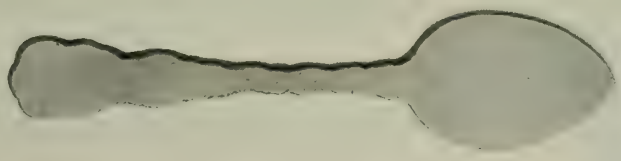
No. 2
The Blank Cross Rolled



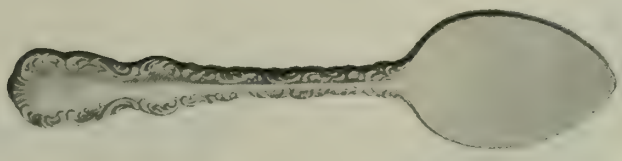
No. 3
The Blank Rolled Lengthwise



No. 4
Showing how spoon is cut out



No. 5
Spoon cut from the Blank



No. 6
Handle struck in die



No. 7
Finished Spoon

THE TORONTO SILVER PLATE CO.

LIMITED

Silversmiths and Manufacturers of Electro Silverplate

Factories and Salesrooms, West King St., - - TORONTO

E. G. GOODERHAM, President.

MADE IN CANADA

American
Arcade
Great Western
Globe
Eagle
Kearney and Foot
McLellan
J. B. Smith

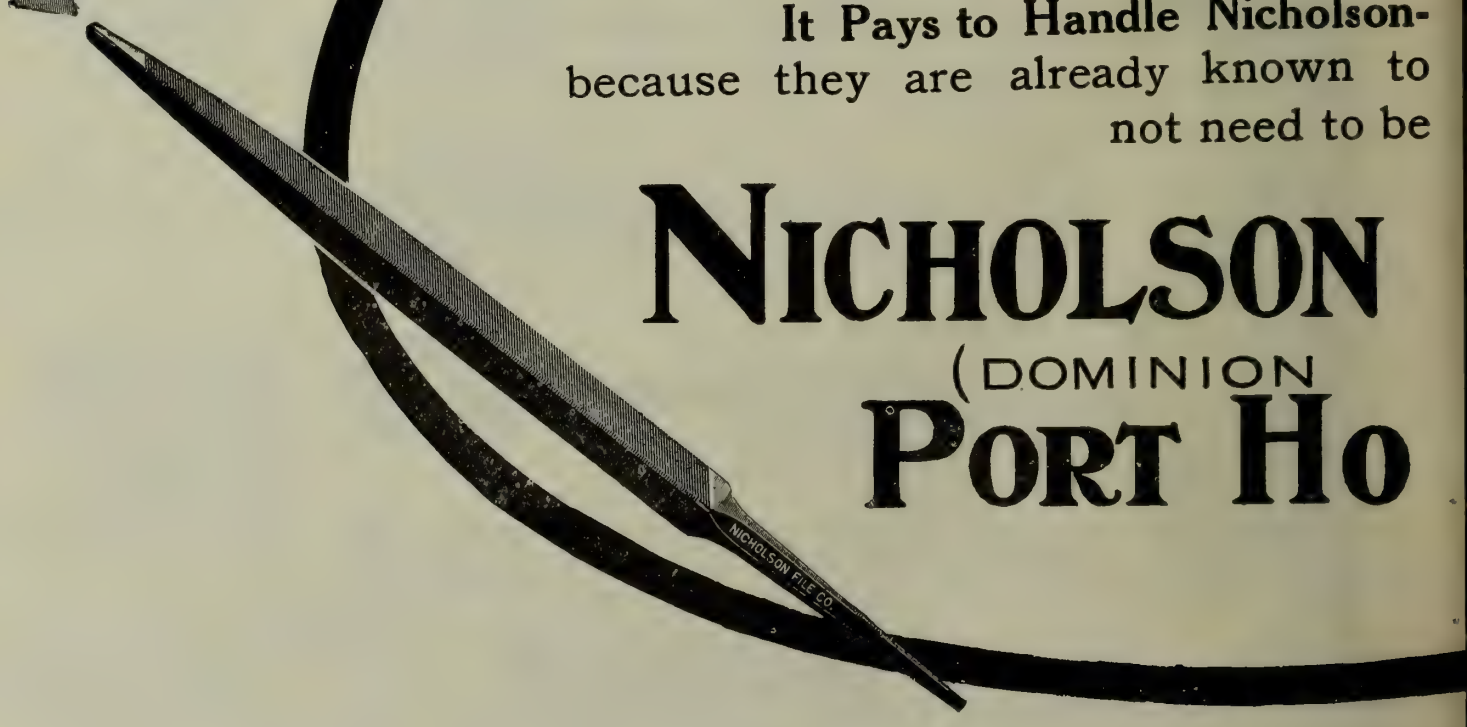
MADE IN CANADA

PER
F

The
has always
are made by
boyhood under
has been de
hold premier

Quality of

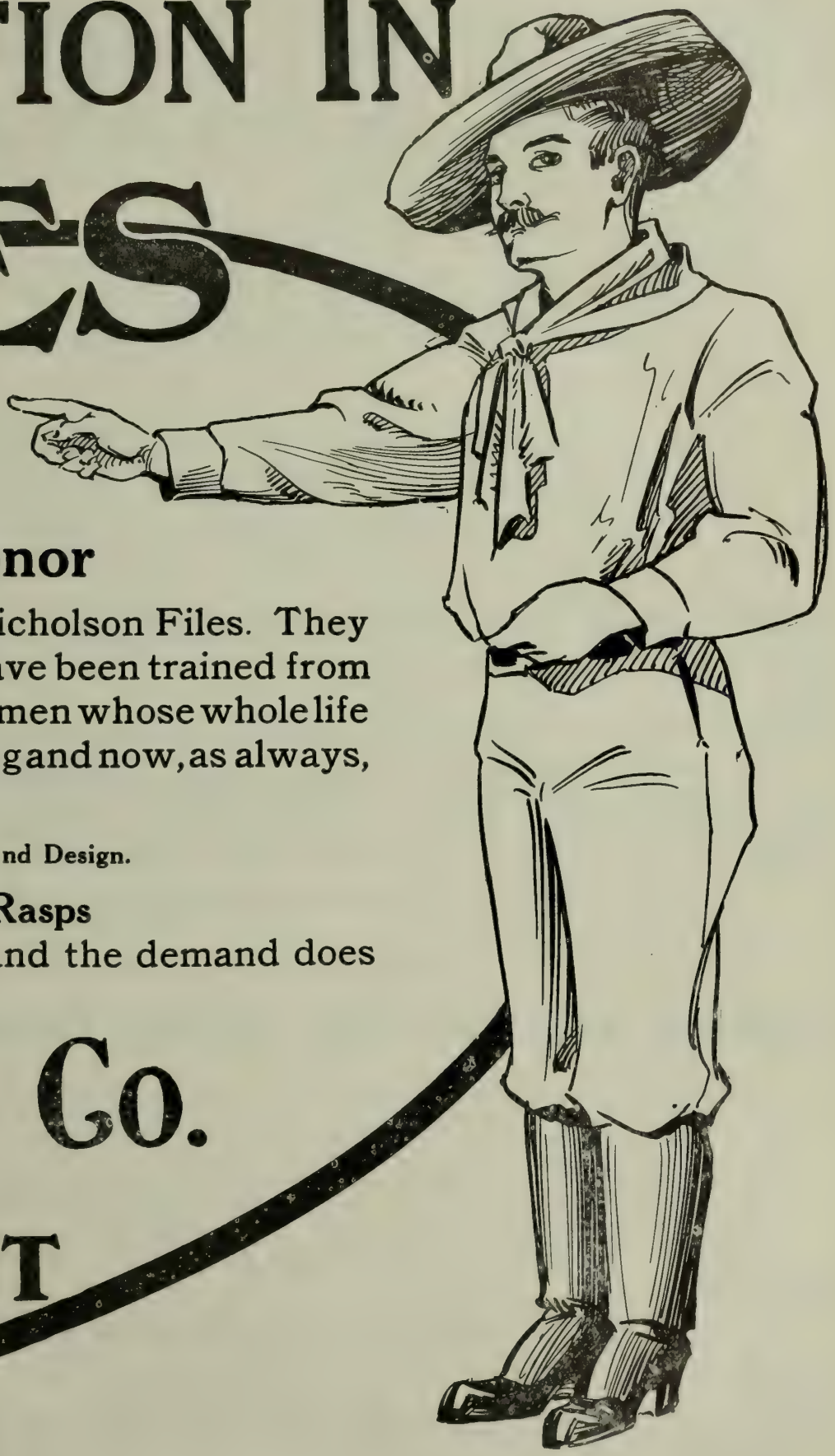
It Pays to Handle Nicholson-
because they are already known to
not need to be



NICHOLSON
(DOMINION
PORT HO

FECTION IN

HLES



Roll of Honor

been headed by Nicholson Files. They
workmen who have been trained from
the instruction of men whose whole life
voted to perfecting and now, as always,
place for

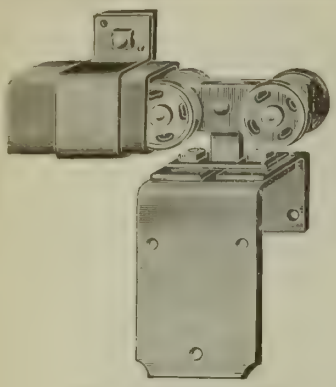
Material, Workmanship and Design.

made Files and Rasps
your customers and the demand does
worked up.

FILE Co.

WORKS)

PE, ONT



No. 20 Richards Gem

You make greater profits selling

Richards-Wilcox Hangers AND Grindstones

You would be identified with the largest manufacturers in the world. You have the benefit of our experience, the choice of our extensive line. We have studied the requirements of your trade.

CATALOGUES TELL THE STORY

Represented in Canada by
ALEX. THURBER, MONTREAL
W. H. GLASSCO & CO., WINNIPEG

Richards-Wilcox Manufacturing Co.

Aurora, Illinois, U.S.A.



No. 400 Victor



SURE PROFITS



The Record Year in Sporting Goods will be 1911.

Hardware and Sporting Goods Dealers

Let us demonstrate to you the excellence of our Mail Order Department for your supplies in



REACH'S BASEBALL GOODS, LAWN TENNIS, LACROSSE, ENGLISH AND AMERICAN FOOTBALLS, SPORTING SHOES OF ALL KINDS, HAMMOCKS AND CROQUET SETS.



Reg. U. S. Pat. Off.

Manufacturer of Athletic and Baseball Uniforms

A. E. BREGENT

192 St. Catherine East, - Montreal

Sole Distributor for **Reach** BASEBALL LINE

Catalog with Trade Price List mailed on request.



BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

ROOFING AND SHEATHING

You can meet the varied requirements of your customers to the best advantage by selling

"Dominion" and "Black Cat" Brands
"Good Luck" Brand and "Shield" Brand

roofing and sheathing. The line includes Pure Sulphite, Sulphate and Fibre Sheathing Papers, dry, tarred and resin sized—Tarred Felt—Ready Roofing—Carpet Felt - Refined Coal Tar—Roofing Pitch - Roofing Cement—Shingle Varnish—Roofing Nails, Caps, etc. "Dominion" and "Black Cat" Brands are first quality, "Good Luck" Brand second, and "Shield" Brand third quality.

Write for information, samples and price lists to the

Manufacturers, J. H. McCOMB, LIMITED,
97 Shannon Street, MONTREAL,

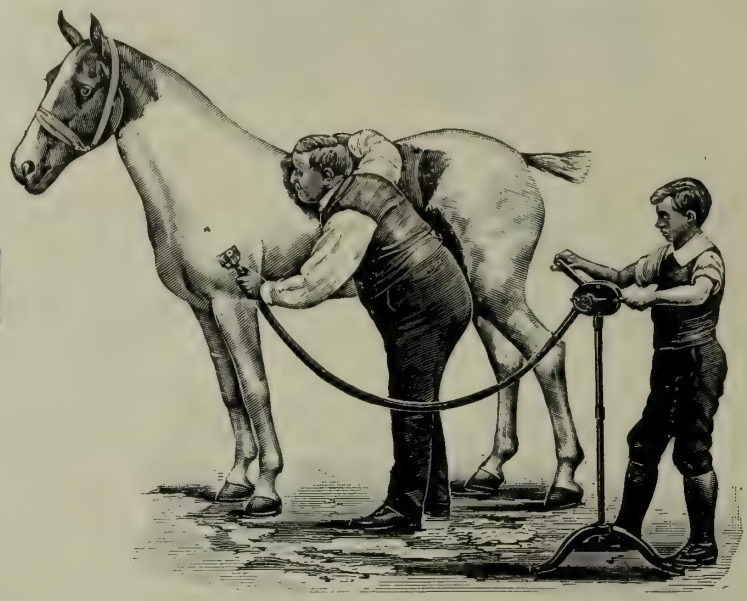
OR TO THE EXCLUSIVE SALES AGENTS FOR DOMINION OF CANADA

The STANDARD PAINT CO. OF CANADA, LIMITED,
286 St. James Street, MONTREAL. 179 Bannatyne Ave. E., WINNIPEG.
25 Pender Street West, VANCOUVER.

The Standard Clipper!

We invite comparison either in foreign or domestic lines of clippers.

THE
BURMAN
No. 17



BRITISH CLIPPER

BURMAN'S CLIPPERS have held pride of place for years as the best horse clippers on the market, and they cannot get wrong in adjustment.

Clips the thickest coat in 30 minutes and leaves a finish like silk.

Has Cut Gears and Interchangeable Parts.

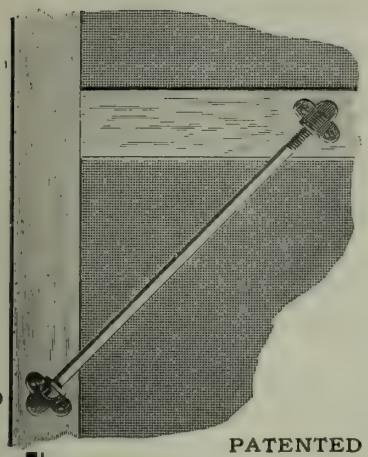
All British built and made from the best steel in the world.

A line that never fails to please and which leaves you a 'worth-while' profit.

B. & S. H. Thompson & Co., Limited.

Sole Canadian Agents

MONTREAL, - - QUEBEC.



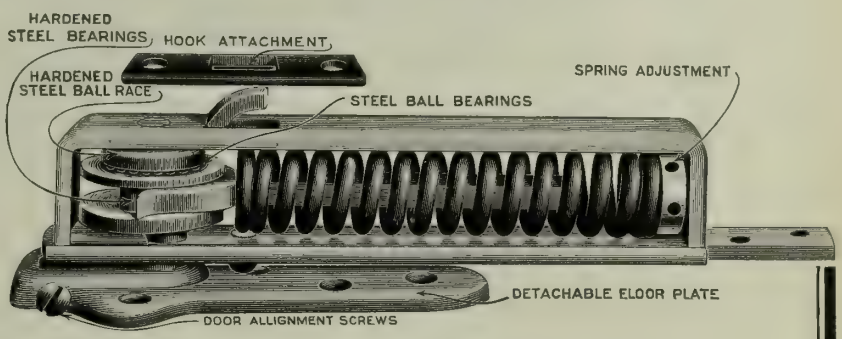
PATENTED

"Standard" Screen Door Braces

Copper Plated, 12 and 18 inch lengths

TWO 2 MIGHTY GOOD 2 THINGS TO SELL

Standard Double-Acting Spring Floor Hinges



"STANDARD" FLOOR HINGES are neat, powerful, self-acting, hence "FOOL PROOF."

CONSTRUCTION IS SIMPLE, COMPACT and of FEW PARTS.

BALL CUP, CONE and other wearing parts are made from STEEL, HARDENED, to insure long life.

BALL BEARING at top of hinge post carries the weight of the door and THRUST of the Spring.

DOOR ALIGNMENT SCREWS in the floor plate to bring door to perfect alignment after it is hung.

HOOK ATTACHMENT is strong and holds hinge to the door by hook plate let into bottom of door, which obviates the necessity of making a finished mortise up the rear edge of the door

HOLD OPEN is POSITIVE to hold door open either way.

TENSION of Spring can be adjusted to swing the door to suit.

SIDE FINISH COVERING is neat, easily and quickly applied to the surface of the door, which saves time for the carpenter and always insures a neat and perfectly finished job.

FLEXIBLE PLUNGER guided by the Spring, thus securing a perfectly noiseless operation.

FLOOR PLATE flexible, to accommodate itself to any UNEVENNESS of the floor, A VERY IMPORTANT FEATURE.

A glance at the accompanying cuts will reveal the simple construction and positive action. Its bearings—of necessity the VITAL FEATURE—are mechanically perfect.

The vigorous publicity campaign conducted now rivets the attention of the Architect, Carpenter and Builder to "STANDARD FLOOR HINGES," and leads them to look into their SUPERIOR merits, which result in the increased demands.

A good time to get in line for 1911.

"STANDARD" hinges are RIGHT and our prices are RIGHT.



The Standard Mfg. Co.

Shelby, Ohio, U.S.A.



Every rod guaranteed to be of highest quality

"Great West"

WOVEN FENCING

Is made of the best quality of No. 9 Hard Drawn Galvanized Wire with a "Tie or Lock" that holds the wires absolutely secure at each intersection.

Western dealers can get best results by handling "Great West" Woven fencing. On account of the factory being located in the West, you can get repeat orders filled at shortest notice.

MANUFACTURED BY

The Great West Wire Fence Co., Limited

WINNIPEG

Guaranteed Best Tools

None Better Made

TRADE IRON CITY MARK



Star Brand Axe Eye Woodchopper Maul.

Sledges and Hammers
Anvil Tools
Blacksmiths' Tongs (all kinds)
Mauls and Wedges (all kinds)
Lumbermen's and Miners' Tools
Railroad Track Tools
Picks Mattocks Hoes

Specify "STAR BRAND" if you wish Best Tools.



Star Brand Truckee Wood Wedge.

Iron City Tool Works Ltd.

PITTSBURGH, PA., U.S.A.

DON'T YOU WANT TO BUY ROOFING

THAT IS GUARANTEED TO LAST FOR YEARS

WITHOUT PAINTING?

It is the only kind you should stock if you want to build up a big and profitable Roofing business.

LYTHOID ROOFING

Is that Roofing. Here are photographs of two buildings covered with LYTHOID ROOFING.



MANITOBA ROLLER MILLS, WINNIPEG



C.P.R. ROUND HOUSE, WYNYARD, SASK.

The owners bought LYTHOID ROOFING, because straight guarantees were given that it would last for years without painting.

Each Roll contains 108 square feet, and Nails, Caps and Cement for laying.
Made in One, Two and Three Ply.

Write for Our Sole Agency Proposition

MERRICK - ANDERSON CO.

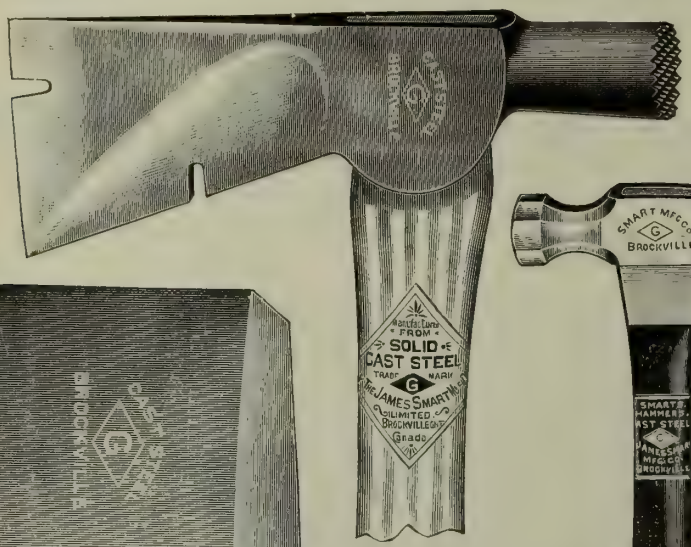
WINNIPEG

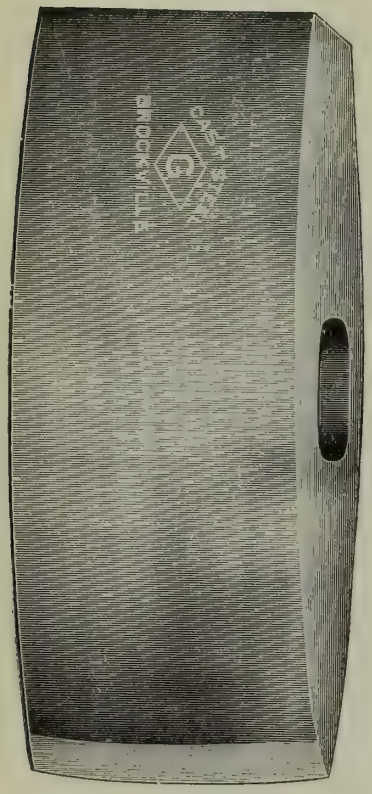
SOME OF THE PRODUCTS OF OUR TOOL DEPARTMENT

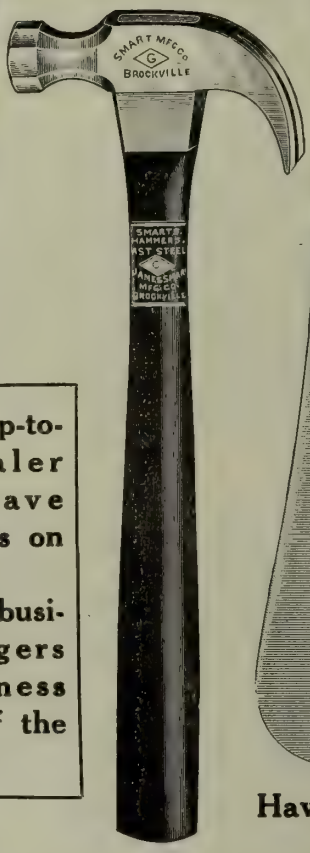
Our TRADE MARK Guarantees Highest-Grade Workmanship, Steel and Temper

SOLID CAST STEEL

HAMMERS, SLEDGES HATCHETS, AXES



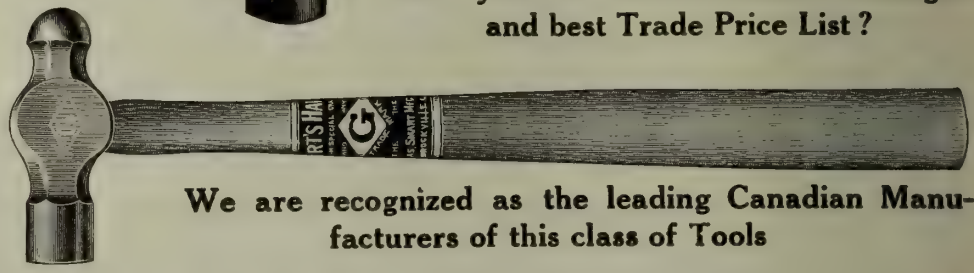






Every up-to-date dealer should have these goods on his shelves. They are business bringers and business keepers of the first order.

Have you our New Hardware Catalogue and best Trade Price List?



Western trade supplied conveniently and advantageously from our Winnipeg warehouse, where full stocks are carried.

We are recognized as the leading Canadian Manufacturers of this class of Tools

The JAMES SMART MFG. CO., Limited

Head Office and Works: BROCKVILLE, ONT.

Western Branch Office and Warehouse: 131 Bannatyne Ave. East, Winnipeg, Manitoba

"Queen's Head"



The Galvanized Iron

THAT STANDS THE WEAR

TRADE MARK REGISTERED 1877

"DOMINION"

"The Crown of Quality"

Canada Plates

GALVANIZED
Extra Heavily Coated

POLISHED
Uniform Dark Color

Tinplates

Highest Grade Charcoal Plates. Tissue Lined.
Also "CANADA CROWN" and "ALLAWAYS" Charcoal and "TRYM BEST" Cokes.

Bar Iron Hoop Iron

Only the best branded "DOMINION CROWN."

Also Headquarters for SHEET and INGOT METALS.

A. C. Leslie & Co., Ltd.

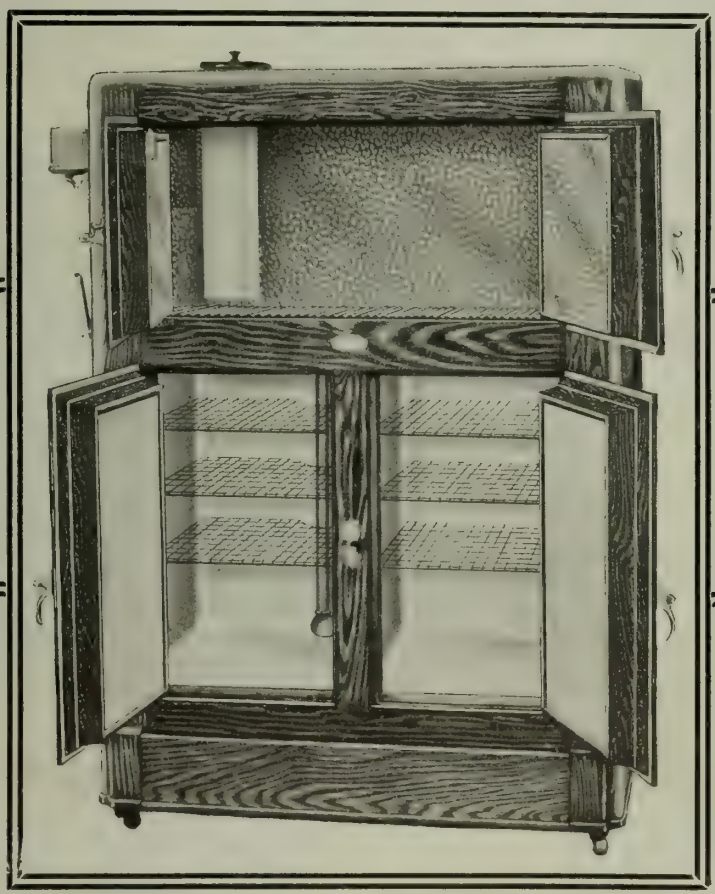
MONTREAL

The Leonard Cleanable Refrigerator

(Trade Mark Registered)

It is Absolutely Sanitary

Correct Construction



Scientific Air Circulation

The LEONARD CLEANABLE REFRIGERATOR is undoubtedly the refrigerator that appeals to the housewife; it is built for her, built after her dictates, appeals to her ideal of what is best in refrigeration, and is **purchased** by her. Moreover, it is

SANITARY IN THE HIGHEST DEGREE

an argument that will clinch any refrigerator sale. The details are given as much thought as those points possessing greater importance. The secret of The LEONARD CLEANABLE is

THE ONE-PIECE PORCELAIN LINING

It is easily kept clean, and won't chip or crack. A LEONARD placed on your floor is sold at sight.

Ask us for Catalogue and Prices

We are the Sole Agents for this Refrigerator in Canada

McCLARY'S

London Toronto Montreal Winnipeg Vancouver St. John Hamilton Calgary Saskatoon

The Call for Spring Goods

cannot be satisfied without a stock of some of the following:



"Famous Queen" Oil Stove

A substantial and perfect working stove, with galvanized oil tank.

Capacity one-half imperial gallon.

Ice Cream Freezers---"White Mountain"

This is universally the favorite ice-cream freezer, because it is easy to operate, and because all the parts fit perfectly and therefore run smoothly.





Bon Ami Wick, Blue Flame Oil Cook Stove

CUT SHOWS No. 340

Quick—Safe—Reliable.

A moderate price oil stove. Will be found entirely satisfactory. 3 sizes. High shelf made for two larger sizes.

The Florence Automatic Oil Cooking Stove

Safest, simplest, most economical and efficient oil stove on the market.

3 sizes in low. 2 sizes in high.



McClary's London, Toronto, Montreal, Vancouver, Winnipeg
St. John, N.B., Hamilton, Calgary, Saskatoon

McClary's Gas Range

1911 Series

Send for catalogue
of style and sizes



Style H. No. 158

This style is considered the acme of gas range efficiency. In it is incorporated every feature of utility and convenience that the housewife could wish for.

McClary's

LONDON TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN HAMILTON CALGARY SASKATOON

To The Trade:--

We desire to call your attention to our large and varied line of Steel Ranges.

Our Leader is **THE UNIVERSAL FAVORITE** (as shown on opposite page.) It is distinctly in a class by itself.

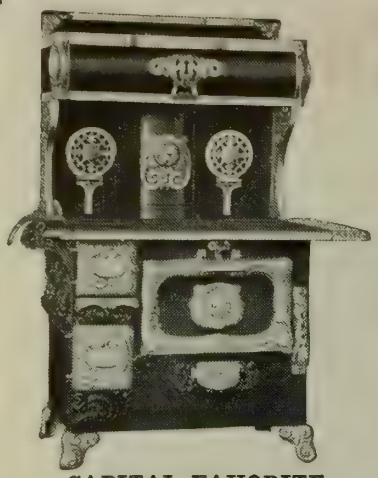
THE CAPITAL FAVORITE is a medium priced Range, substantially built, a great business getter, and very popular with the trade.

THE CROWN FAVORITE is a Six Hole Range. It looks well, it works well and is the kind to have on your floor to meet competition.

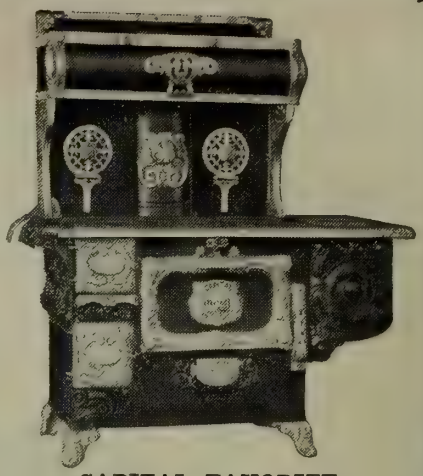
THE COLONIST is a Six Hole Range and shows up big for the money. This Range will enable you to meet the competition of Catalogue Houses and at the same time net you a fair profit.

THE GLEANER is a Four Hole Steel Cook fitted with Flat or Duplex Grates and the price for which it is sold is practically giving it away.

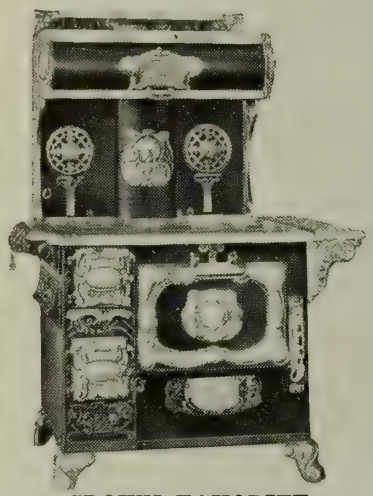
We make the statement, without boasting or fear of contradiction, that we make the smoothest and best fitted Stoves and Ranges made in Canada. The same careful attention is given to the construction of all our goods whether they be cheap or high class.



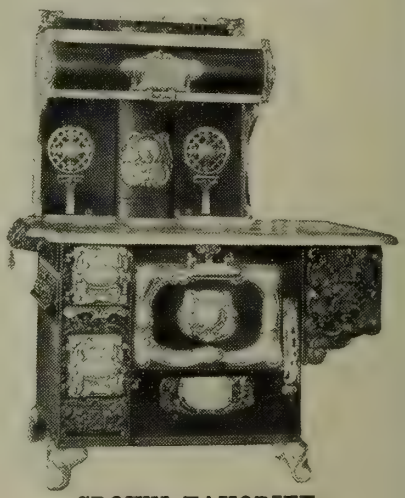
CAPITAL FAVORITE
16, 18 and 20-Inch Ovens.



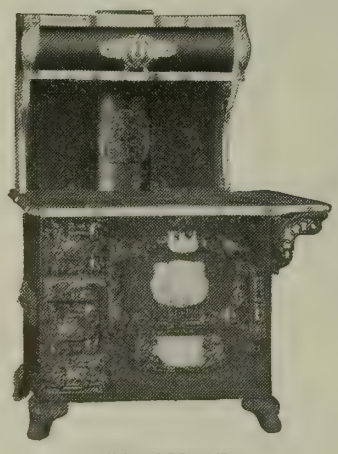
CAPITAL FAVORITE
16, 18 and 20-Inch Ovens.



CROWN FAVORITE
16 and 18-Inch Ovens



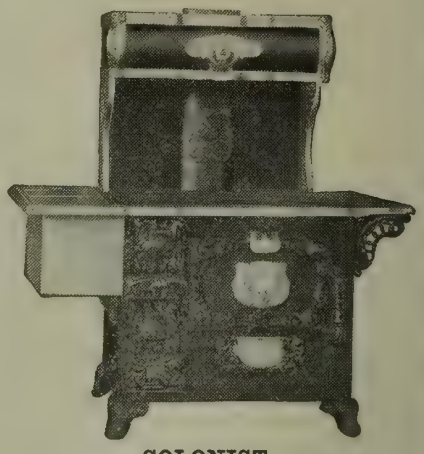
CROWN FAVORITE
16 and 18-Inch Ovens



COLONIST
16 and 18-Inch Ovens



GLEANER. 14 and 16-Inch Ovens.



COLONIST
16 and 18-Inch Ovens

FINDLAY BROS. CO., LIMITED

Head Office and Works: CARLETON PLACE, ONT.
Branch House: 260 PRINCESS STREET, WINNIPEG.

DISTRIBUTING AGENCIES:

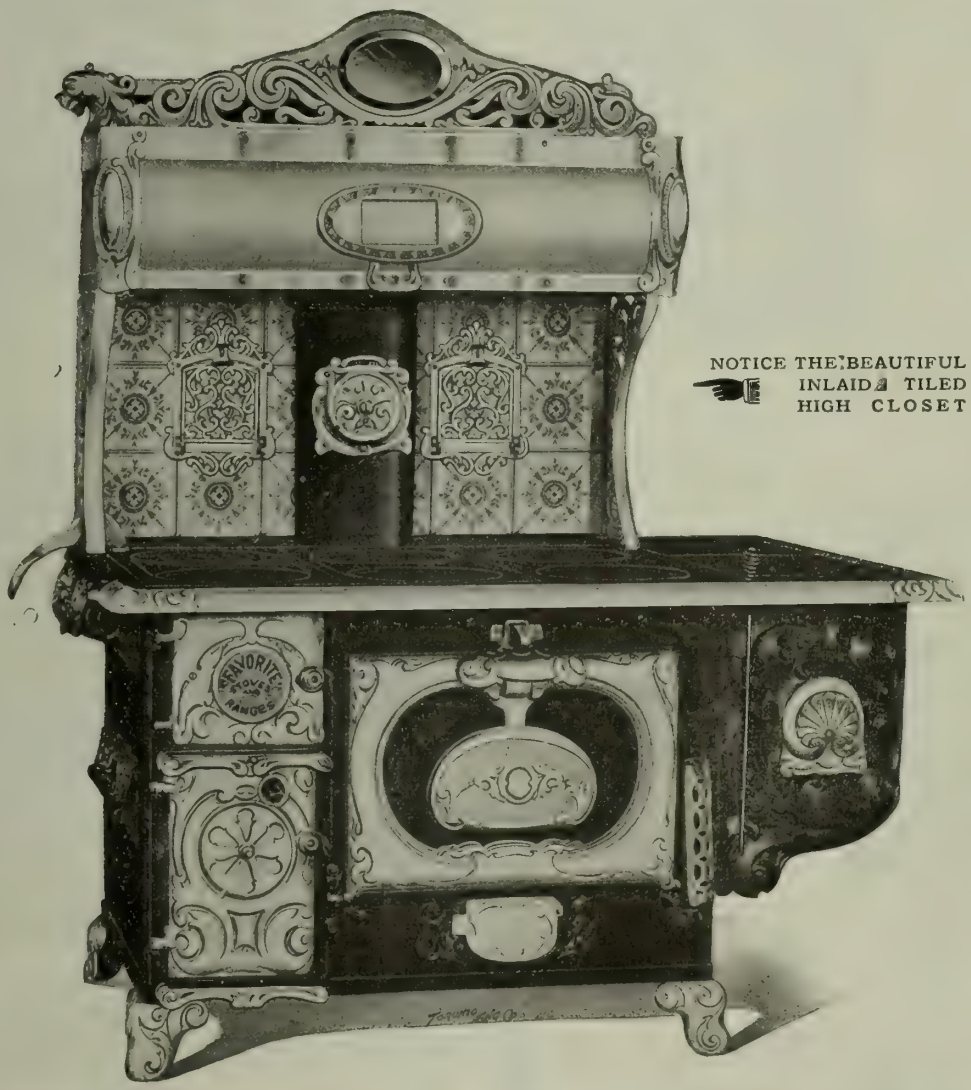
H. H. DRYDEN	STEWART & CO.	D. V. COPE & CO.	REVILLON BROS., LTD.	GEO. D. HORSMAN
Sussex, N. B.	Toronto, Ont.	Calgary, Alta.	Edmonton, Alta.	Vancouver, B. C.

This Range Is Built Right And Will Stay Right

The sale of a good range and a satisfied customer means a lot to a Dealer's Business. The sale of a poor range means a dissatisfied customer, the loss of his trade and possibly his neighbor's.

Cement the friendship of your customers by selling them a **UNIVERSAL FAVORITE.** You can bank on it giving satifaction.

The sale of one of these ranges assures the sale of a number of others in the same neighborhood, besides bringing a lot of other business to your store.



The **UNIVERSAL FAVORITE** stands in a class by itself, and has been conceded by stove experts to be the best all round Family Steel Range ever offered to the trade. Order a sample. It will prove to be The Silent Salesman of your Stove Business.

Made With Drop Closet Door or Rolled Door as Desired.

We make a full line of Steel and Cast Ranges and Stoves of every description.

FINDLAY BROS. CO., LIMITED

Head Office and Works: CARLETON PLACE, ONT.
Branch House: 260 PRINCESS STREET, WINNIPEG.

DISTRIBUTING AGENCIES:

H. H. DRYDEN	STEWART & CO	D. V. COPE & CO.	REVILLON BROS., Ltd.	GEO. D. HORSMAN
Sussex, N. B.	Toronto, Ont.	Calgary, Alta.	Edmonton, Alta.	Vancouver, B.C.

HAMILTON JEWEL GAS RANGES

FOR MANUFACTURED OR NATURAL GAS

DOUBLE OVEN GAS RANGES

Each of these Ranges is fitted with Giant Burner, three single Burners and Simmering Burner on top and Double Oven Burners with Graves' Patent Safety Lighter. We regularly supply sawed burners, but if preferred and ordered we can supply drilled burners at the same price. Ovens are lined with **Asbestos**. Bases double lined.



Nos. 70, 80, 90 and 95

SINGLE OVEN GAS RANGES

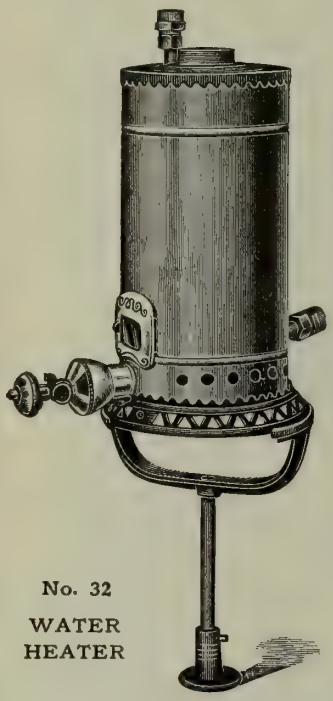
Asbestos Lined Ovens. The oven bottoms are made of heavy steel or cast iron. The Graves' Patent Oven Lighter is used and prevents any possibility of an explosion. Only Jewel adjustable nickel valves are used. Made in four sizes, Nos. 30, 40, 50 and 60.



No. 30

Side Oven and Broiler Steel Under Shelf

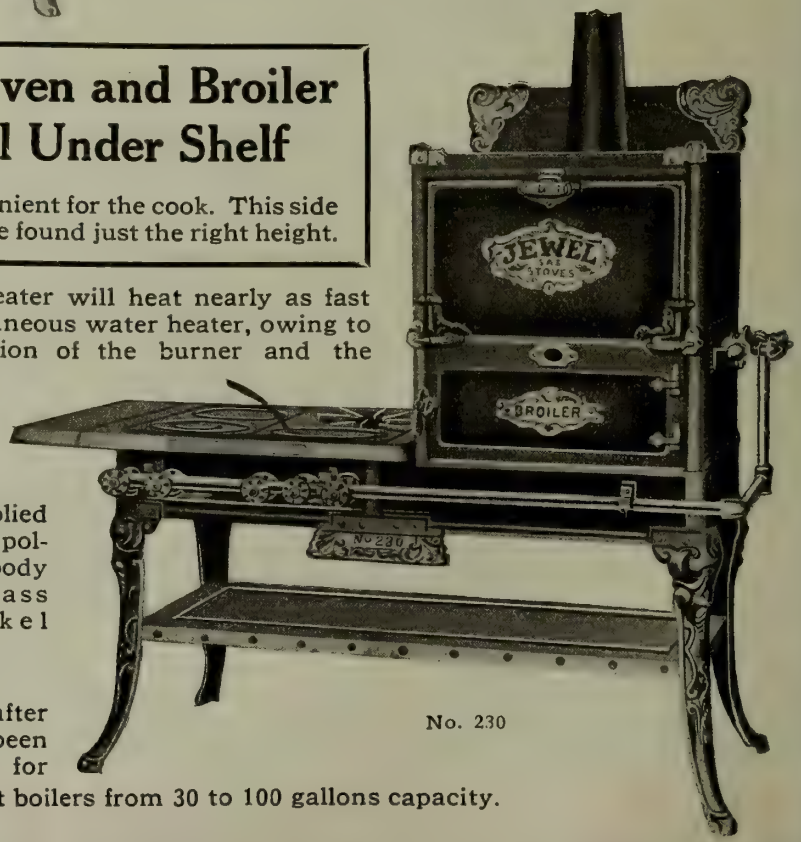
Very convenient for the cook. This side oven will be found just the right height.



No. 32
WATER HEATER

This water heater will heat nearly as fast as an instantaneous water heater, owing to the construction of the burner and the manner in which the copper tubing is coiled.

Can be supplied either with polished steel body or with brass body, nickel plated.



No. 230

Five minutes after burner has been lighted a constant flow of hot water for culinary purposes can be had. Will heat boilers from 30 to 100 gallons capacity.

We are the largest makers of Gas Ranges and Gas Heating Stoves in Canada. Over 100 varieties of Gas Ranges alone. Write for our new 76-page illustrated Gas Catalogue.

The Burrow, Stewart & Milne Co., Limited

Hamilton, - - Ontario

Our large new Winnipeg Warehouse is almost ready for occupation. Western customers please address Winnipeg Office

Jewel Stoves and Ranges



Style R. F.

Royal Jewel Steel Range

"The Range of Quality"

Every modern improvement is embodied in the Royal Jewel Range. Made in six sizes: Nos. 816, 916, 818, 918, 920 and 922. Either with Encased Reservoir (as cut) or with Contact Reservoir on left end. The great variety of sizes and styles enables the dealer to satisfy all comers.

The Royal Jewel is attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. This is one reason why the Royal Jewel is a profitable Range for dealers to handle. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel your leader and you are sure of the best stove trade in your locality.

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers. They are: Electric Jewel, Arctic Jewel and Gypsy Jewel.

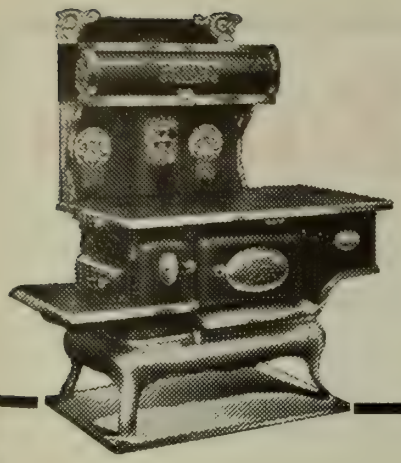
In Cast Iron Stoves and Ranges we make a great variety, including the Dominion Jewel, Sterling Jewel, Grand Jewel, Home Jewel and many others.

In Heating Stoves we make many different kinds to suit all sections of the country. The Ideal and Modern Jewel Base Burners are excellent heaters and handsome in appearance. The Grand Jewel Heaters and Jewel Oaks are unsurpassed as medium price heaters. The Fire King for Stores, Halls, Churches, etc., is unequalled. The Jewel Triple Heater is probably the most powerful Wood Heating Stove made in Canada.

The Burrow, Stewart & Milne Co., Ltd.

Warehouses at Hamilton, Toronto, Montreal and Winnipeg

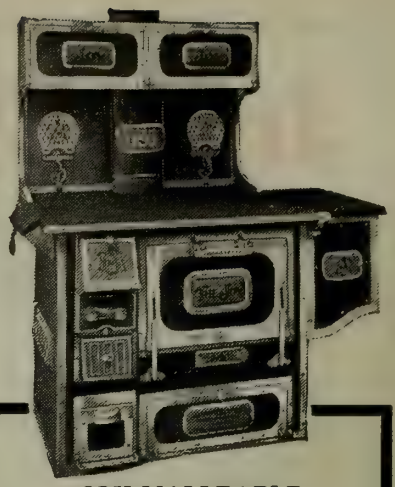
Western customers please write for information and send orders to our Winnipeg office



EMPIRE QUEEN

THE "EMPIRE" LINE

Ranges and Furnaces

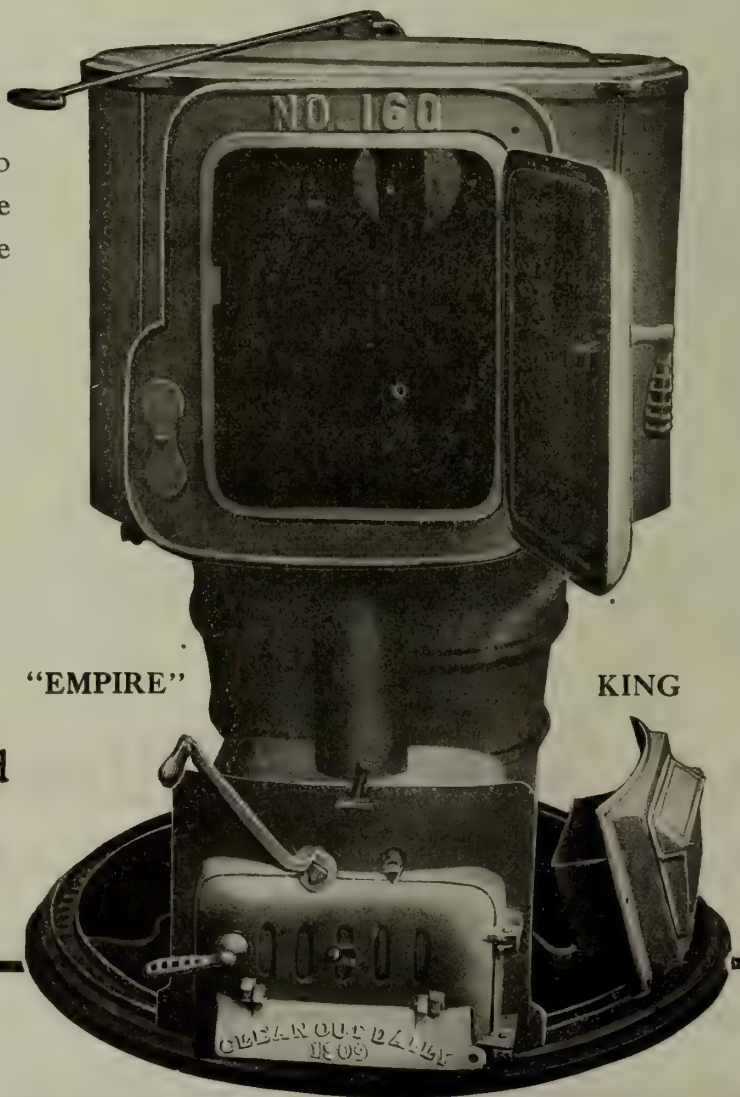


JOY MALLEABLE

WE heartily recommend to the Canadian Hardware Trade our Empire Line of Ranges and Furnaces—three of which are here illustrated—because we know that they are as economical, as handsome in appearance, as durable and as up-to-date as is possible for them to be made.

Every range is guaranteed, has every modern improvement, and will not crack or warp.

You cannot fail to increase your stove business if you are handling the full *Empire Line.*



"EMPIRE" KING

Write for Details and Prices.

Headquarters for Side Wall and Floor Registers.

Made by

The Canadian Heating and Ventilating Co., Ltd.

Owen Sound Ont.

WESTERN AGENTS:

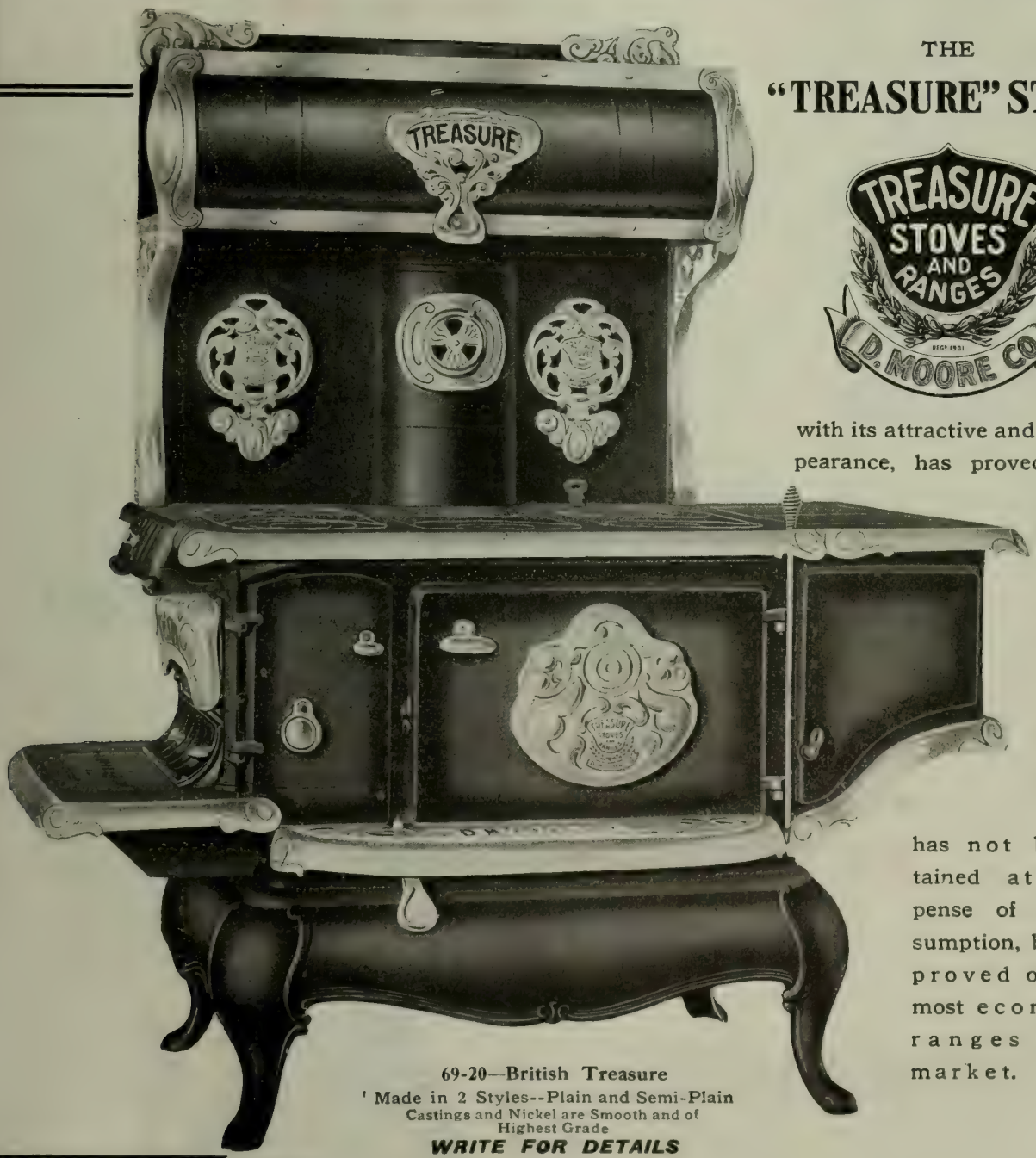
Christie Bros. Co., Ltd.,
Henry and Park Sts.,
Winnipeg, Man.

M. C. Drew & Son,
Vancouver, B.C.

THE BRITISH TREASURE

AND

A Real Good Money-Maker for the Dealer!



69-20—British Treasure
Made in 2 Styles--Plain and Semi-Plain
Castings and Nickel are Smooth and of Highest Grade
WRITE FOR DETAILS

THE
"TREASURE" STOVE

TREASURE STOVES AND RANGES
D. MOORE CO.

with its attractive and artistic appearance, has proved a ready money-maker and satisfaction-giver for the Canadian Hardwareman.

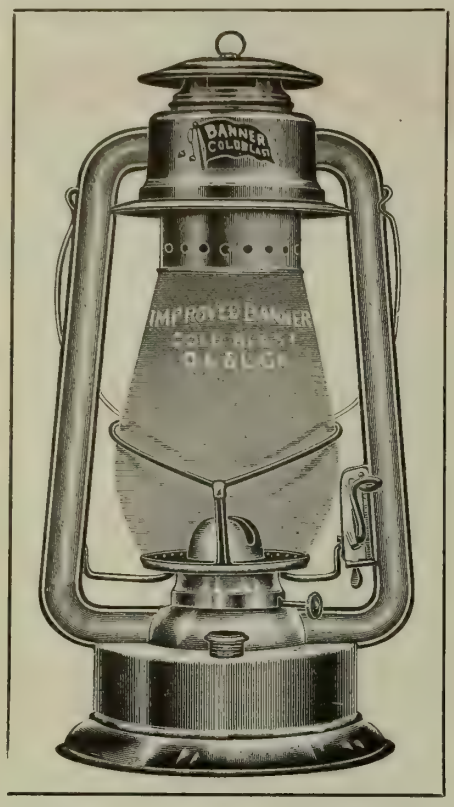
Its general efficiency has not been obtained at the expense of fuel-consumption, but it has proved one of the most economical ranges on the market.

The D. Moore Company, Limited

Hamilton, Ont.

North-West Distributors
MERRICK-ANDERSON CO.
Winnipeg, Man.

British Columbia Distributor
JOHN BURNS
Vancouver, B.C.



"BANNER" 1911

BANNER TRADE MARK.

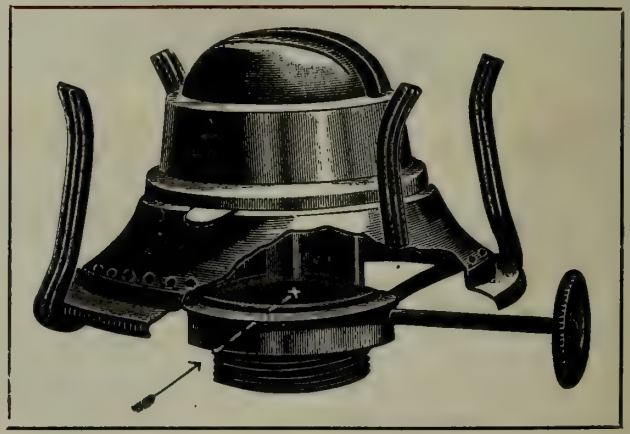
Burns 15 hours longer
than any other!
Welcomes Hard Usage!
and
We are Helping you Sell Them!
Costs no more than Inferior Lanterns
But pleases Your Customers Better!

Just Compare the "BANNER" C. B.
Lantern with any other.

Buy "Banner" Burners
Big Business Bringers!

These Burners, being made of extra heavy metal, are highly appreciated by the public; whilst the Burner Case being covered reduces danger from fire.

FOR SALE BY ALL JOBBERS.



Ontario Lantern & Lamp Co.

LIMITED

LIGHTING EXPERTS

HAMILTON, ONT.

"Good Cheer" Successes

AFFORD YOU A SURE OPPORTUNITY TO A LARGER AND MORE PROFITABLE TRADE



The "Good Cheer" Success of 1910
The Circle Water Pan Warm Air Furnace

We Present a line of

STOVES
RANGES
AND
FURNACES

of high grade construction, modern design and thorough reliability of operation—qualities which assure quick sales and **satisfactory profits**—**and Good Cheer goods always stay sold.**

Think it over—then write us.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, ONT.

Western Warehouse: 156 Lombard St., Winnipeg, Man.

DISTRIBUTING AGENCIES:

McLENNAN, McFEELY & CO.
Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO.
Nelson, B.C.

ROSS BROS., Limited
Edmonton, Alta.

Jardine Universal Ratchet Clamp Drill

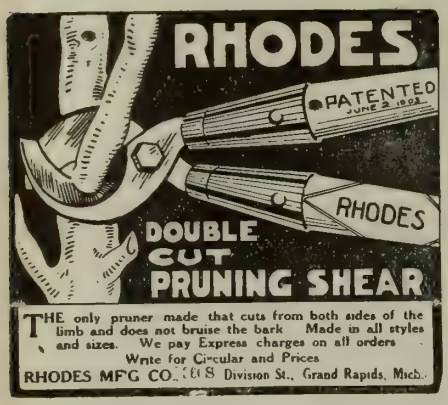
Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO



THE only pruner made that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes. We pay Express charges on all orders. Write for Circular and Prices.
RHODES MFG CO., 108 Division St., Grand Rapids, Mich.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

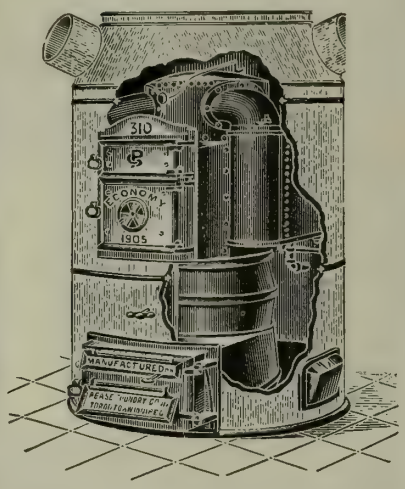
and SIEMENS-MARTIN

OPEN HEARTH STEEL

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.



VOL-PEEK

Granite Cement is one of the most profitable lines to handle. There is always sale for it and nearly always repeat orders. Vol-Peek is put up in stands as above, each containing 30 15c. boxes, price $2.50. This retails for $4.50, giving you a profit of 80% on each sale.

Remember this is a quick selling line—A really fast money-maker for you.

Let us have your order to-day and we will date your invoice at 30 days.

Send for free sample and full Particulars

H. Nagle & Co.
MONTREAL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

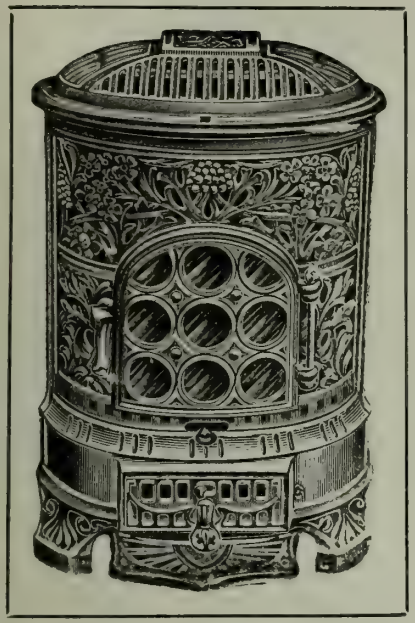
Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montrea

We Want LIVE WHOLESALE Distributing Agents in Canada

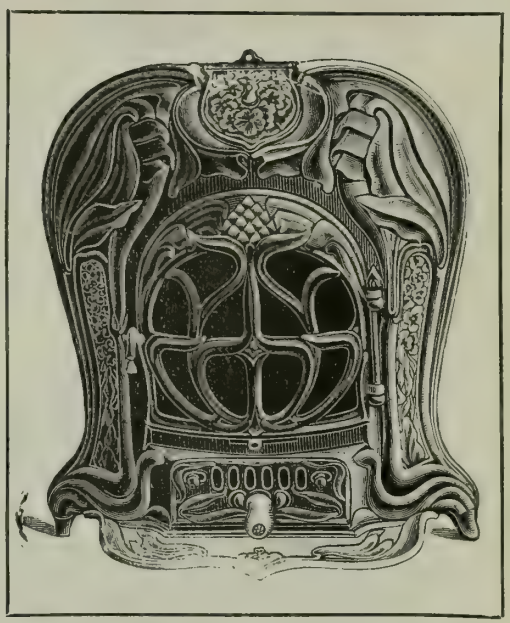
FOR

ANTHRACITE STOVES



WE CAN OFFER ADVANTAGEOUS TERMS.

WE ARE PIONEERS OF ANTHRACITE STOVES AND GRATES.



The London Warming and Ventilating Company, Limited

20 Newman Street, Oxford Street, LONDON W., England.

ESTABLISHED 1854

A. P. FLORENCE, M.I.H.V.E., Managing Director.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve **Medals**



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

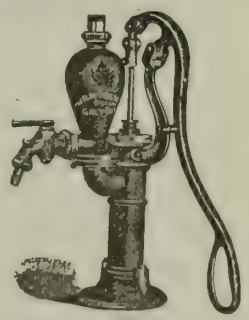
Copy of catalogue sent free to any interested file user upon application.



Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

R. McDougall Co., LIMITED

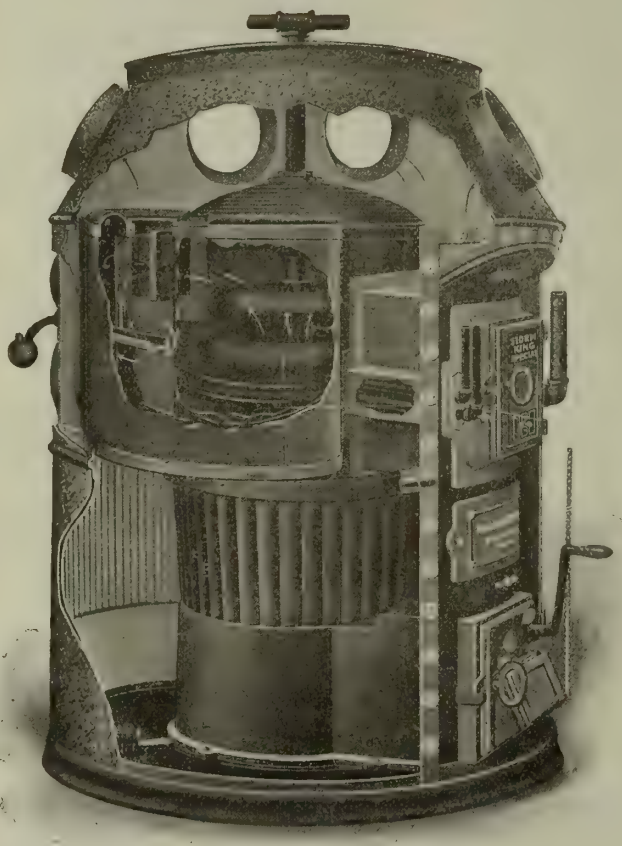
GALT, CANADA

BY INSTALLING

"STORM KING" FURNACES

You Raise the Standard of

WARM AIR
HEATING



The Most Powerful, Economical and Sanitary *warm-air* Heater ever Manufactured.

Read what Western Dealers Say:

Extract No. 1

"During the season just ended, we have installed about eighty of these furnaces, and we have yet to receive a report of one job that is not giving the best of satisfaction.

"This, we consider, speaks well for the 'Storm King' Furnace when you remember the severe winter we have had. The "Storm King" is a business getter."

Extract No. 2

"During the season 1910, we installed some fifty "Storm King" Furnaces, all of which are giving the best of satisfaction. We can conscientiously go to our customers and recommend the 'Storm King' Furnace as the best value on the market to-day."

We would be pleased to forward you names of some of our dealers who are making money by selling **"STORM KING"** Furnaces, and have cornered the business in their communities. The **"STORM KING"** is a success--try it.

Literature, Estimate Sheets, Contract Forms and Plan Sheets Furnished Free.

WALDON COMPANY

Wholesale Merchants

WINNIPEG CANADA



Cut shows the Range with Reservoir, Tiled Back and Mirror Fixtures.

DAVIDSON'S
"Premier Marathon"
STEEL RANGE

(MADE IN FOUR SIZES AND SEVERAL STYLES)

offers a genuine opportunity to discriminating buyers.

Note the Fitness for Utility,
Superior Construction,
Extra Heavy Polished Steel Body,
Roomy Oven,
New Duplex Draft
and
Many other Saleable Features.

(BOOKLET WITH FULL DESCRIPTION MAILED FOR THE ASKING)

ENAMELED WARE
"Colonial" and "Premier" Brands
Widely Known, Widely Demanded—Need No Introduction

Our full line comprises a variety of utensils for kitchen and household use.



If you are not handling these brands, write us now, and we will arrange for our traveller to call.

THE THOS. DAVIDSON MANUFACTURING CO., LIMITED
MONTREAL and WINNIPEG

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"



It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE MARK

TRADE W&B MARK

Used by the largest railroads in the world, because it saves them money.

We manufacture the largest and most complete line of Wrenches in the World.

The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO



MADE IN CANADA.

A Good Gun is a Good Selling Gun

The progressive dealer will want to supply his trade with a gun which combines the best and most modern features in hammerless gun construction.

The Tobin Simplex Gun is designed to meet the requirements of the most exacting buyer. It is sold on a money-back guarantee, and being made in Canada, costs less than imported guns of the same grade.

The Tobin Gun is the strongest light gun, and the lightest strong gun made. The frame and all parts of the action are made of steel drop forging, and the hammers, sears, springs and locking bolts, are of tempered spring steel. Only the best imported fine-grain walnut is used in the stock, while the steel of which the barrel is made is that which repeated tests have shown to possess the greatest tensile strength under the strain of excessive loads of nitro-powder.

You should stock the Tobin Gun. Write us for catalogues and information. We can make business for you.

The Tobin Arms Mfg. Co., Ltd. **Tobin Simplex Guns** Woodstock, Ontario

CAPEWELL
HORSE NAILS

The best made anywhere, and the fastest and most satisfactory blacksmiths' selling line of any on the market.



RECORD For five consecutive years we have occupied this space in the annual spring number of "Hardware & Metal." Each year has shown a steady and gratifying increase in our business, and our sales for 1911 will be **MORE THAN DOUBLE** those of 1907.

CAUSE This we owe to the uniform excellence of **CAPEWELL HORSE NAILS,** to the loyalty of our customers, to the care we have taken of our business and to the **IDEAL** we have consistently followed of rendering complete satisfaction to horseshoers, retailers and jobbers.

EFFECT With the best equipped plant in the Dominion, to which we are constantly adding, we propose to produce **CAPEWELL HORSE NAILS** in ever-increasing quantities, confident that they will be readily marketed by their incontestable superiority, by the unabated energy which has characterized this Company and by the all-round satisfaction in our line of the hardware trade generally.

THE CAPEWELL HORSE NAIL CO.

WINNIPEG **TORONTO** **VANCOUVER**

1911 Calendar and Catalogue free on request.



THE MOORE LINE

of Paints and Varnishes is a line of real quality goods that you can handle with satisfaction and profit.

Only the very best quality of raw materials are used in the manufacture of MOORE products, and the greatest care, highest skill, and most up-to-date methods are employed throughout the various processes.

Here are some of our leaders—each of them a guaranteed trade winner:

MURESCO	The best wall finish.
HOUSE COLORS	Ready for use.
FLOOR PAINT	Dries hard over night.
MOORAMEL	A perfect flowing enamel.
TILE-LIKE	Varnish and stain combined.
SANI-FLAT	A flat oil paint.

Write to-day for Prices and Color Cards

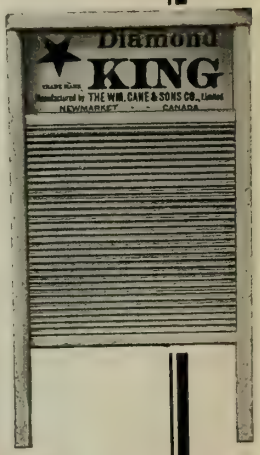
Benjamin Moore & Co., Limited

West Toronto **New York** **Cleveland** **Chicago**

CANE'S WASHDAY WOODENWARE

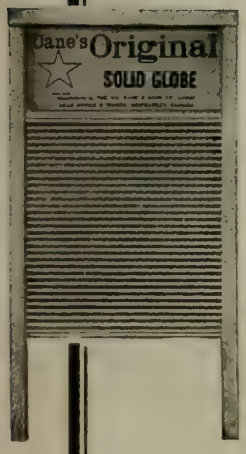
leads all other lines as the Hardwareman's best all-year-round seller. They easily lead all other boards for quality and price, and nothing but the best-seasoned materials are employed in their manufacture. Cuts illustrate a few of our leading lines which will prove real business-getters. We make a very wide range, which will be found to meet every requirement of your trade.

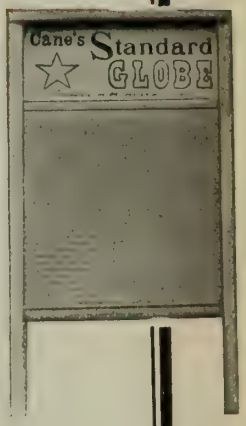




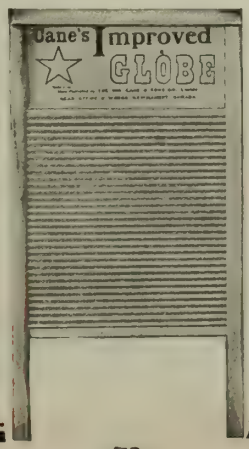
CANE'S WASHBOARDS

are very attractive in appearance, and the glass, zinc and enamel rubbing surfaces give long wear and effective service.





Are you getting **your** share of the trade offering? Specify **Cane's** when giving your next jobbing order.



The
Wm. Cane & Sons Co.
Limited

Newmarket
Ontario

A New Cast Iron Range

of plain yet handsome design, and every modern, practical and efficient improvement is embodied in

The "Art Banner" Range

In this range we have reached the highest point of perfection in stove architecture, and no care or expense has been spared to make it just what it is, viz.—as good as it looks.

The Fire Box is proportioned to do the work which is required to make it an economical, and a perfect cooking and baking range.

The Oven is large and roomy and will meet the requirements which your trade demands.

The Reservoir is larger than on ordinary ranges, and is fitted with a special device that operates the damper in such a way as to obviate any mistake when the oven is to be used for baking.



The Nickel Bands are removable, and of the most approved patterns. They are perfect fitting and remove with ease.

We have succeeded in producing a range full of merit, very artistic in appearance, which creates immediate attention, and every stove dealer will admit that this is half the battle in selling stoves.

Get our prices and full information of this range, and you will find it to be the best stove proposition before you to-day.

Our new stove catalogue illustrates our full line. Write for a copy of it.

The Down Draft Furnace Co. Ltd.

Galt, - Ont.

COLONIAL RANGES

COLONIAL RANGES

IMPERIAL STOVES

The very highest development

OF THE STOVE BUILDER'S ART



The Colonial, for Coal, Wood or Gas,

WILL

INCREASE YOUR SALES

AND

Insure you Satisfied Customers.

A LARGE NUMBER OF EXCLUSIVE FEATURES

Write us for Catalogue and Prices

Percival Plow & Stove Company, Limited

MERRICKVILLE, ONTARIO

Fast Seller

Attractive Novelty

ARE YOU HANDLING

this Fast-Selling, Novel and Attractive Utensil---the

HAMILTON

Cream Whip, Egg Beater, Butter Churn and Ice Cream Freezer?



It is positively a necessity to every cook, and it is just the thing for anything that has to be whipped, mixed, stirred, beaten, frozen or churned.

Makes delicious frostings, beats custards, and for ice cream and frozen puddings it is unequalled.

Here's a chance for splendid profit if you will be the first man to introduce this practical novelty in your district.

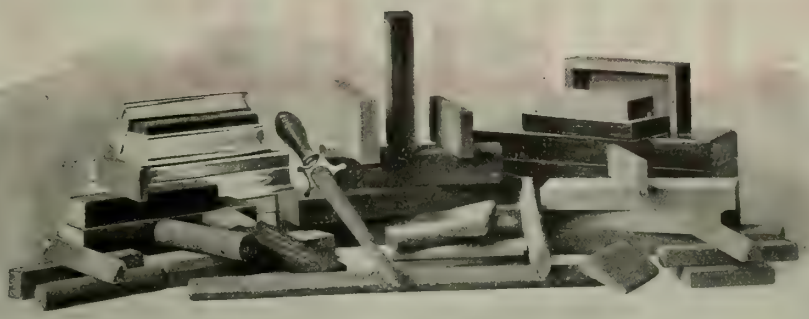
Write us to-day for full details and prices

Geo. G. Veness Mfg. Co.

201 DEVONSHIRE ST., BOSTON, MASS., U.S.A.

Readily Cleaned

Easy to Operate



Every Person Who Uses an Edge Tool is a Possible Customer for the Dealer Who Sells Carborundum Sharpening Stones

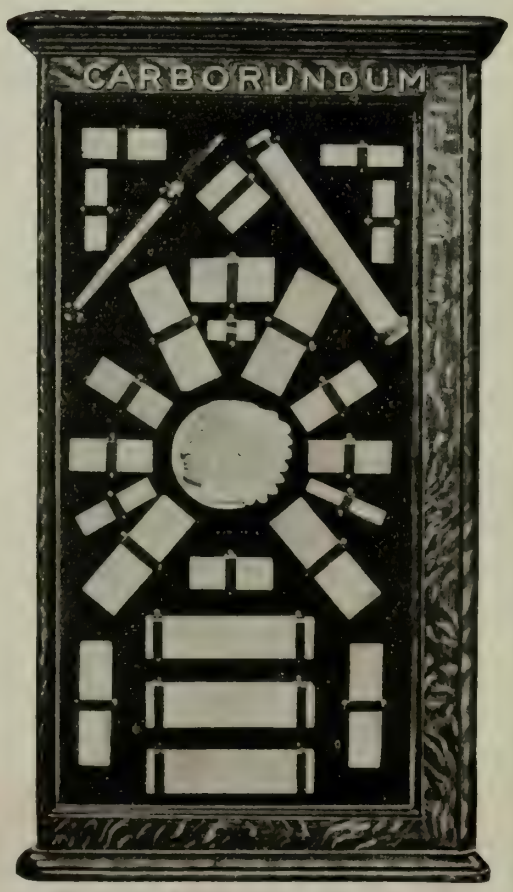
IT is a big profit-producing demand, stimulated by national advertising and supplied by the hardest, sharpest, fastest cutting and quickest selling sharpening stones in the world.



Given Free with Stock of Carborundum Stones

Please send for the complete Carborundum catalog—the details regarding our free display case offers, window displays, and other trade helps.

The Carborundum line includes sharpening stones of all kinds, combination stones, razor hones, razor strops, knife sharpeners, scythe stones, valve grinding compound, Temperoil, Carborundum paper and cloth, Carborundum brand Emery Paper and Cloth and Garnet paper.



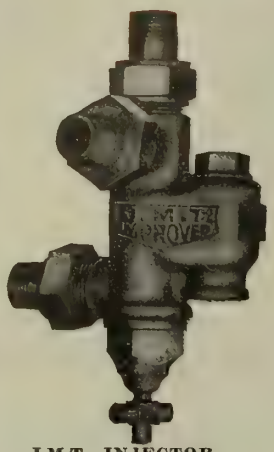
Handsome Display Case given free with stock of Carborundum Stones

If you are NOT a Carborundum dealer, get in line NOW for the spring trade. Full information regarding prices and discounts will be gladly given.

The Carborundum Company

Niagara Falls, N.Y.

ENGINEERS'



J.M.T. INJECTOR.

For all duties—fully guaranteed. Thousands in use.

EVERY Engineer who has used J.M.T. STEAM GOODS and Morrison's general lines knows their value as the most economical, because "they last."

AND

The reputation of J.M.T. goods is such that they require little selling argument to make sales—time saved is money earned.



J.M.T. VALVE.

For Efficiency and Durability. Metal, construction and workmanship of highest grade.

PLUMBERS' SUPPLIES

INTRODUCING

The "Victorian" Semi-Porcelain Lavatory



The nicest and most Hygienic Fixture for Lavatory requirements, always keeping its highly polished appearance, adding attractiveness and cleanliness to the Bath Room.

Guaranteed not to craze

"Thomson" Smoke Machine

The practice of "smoke testing" all plumbing work is becoming universal by the best plumbers.

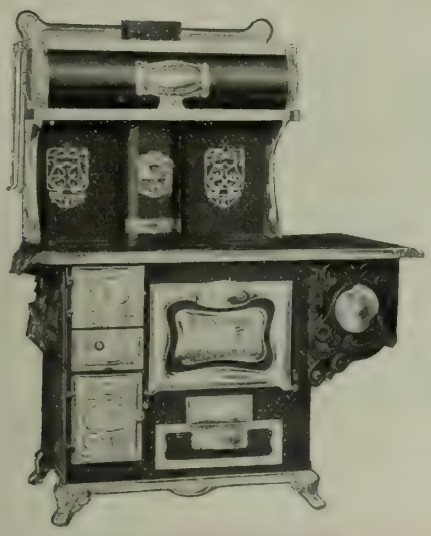
The THOMSON SMOKE MACHINE is the appartus to do your work—It's Simple, Efficient and easily handled.



The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

Copp's Stoves and Ranges

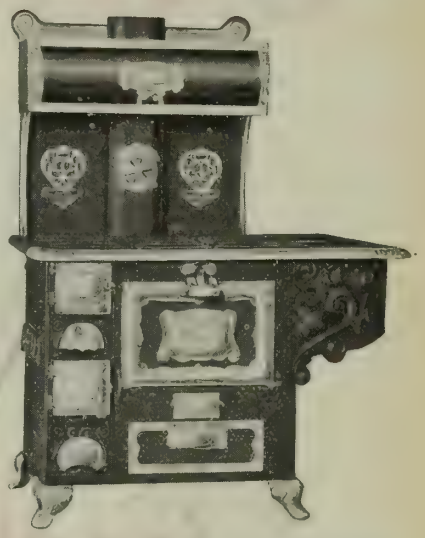


COPP'S SUNBEAM

16, 18, 20 in. ovens
13 in. high, 21 in. deep

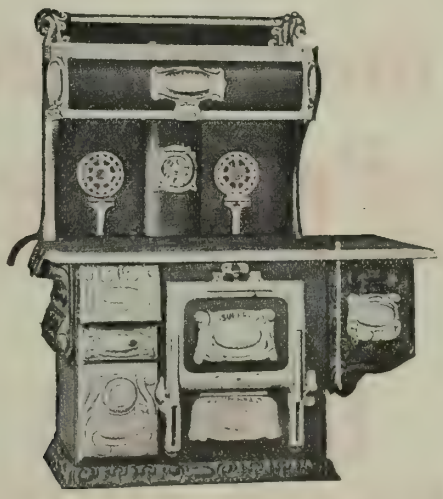
It would be impossible in a one-page advertisement to give you all the points of excellence contained in this distinguished line of ranges.

Five varieties—giving an assortment not equalled in Canada; containing our patent and registered fixtures—Reversible Interchangeable Fire Linings, Closet Pipe Check Damper, Weighted Oven Door with Pedal Attachment, Reversible Draft Damper, Coppered Oven, Low



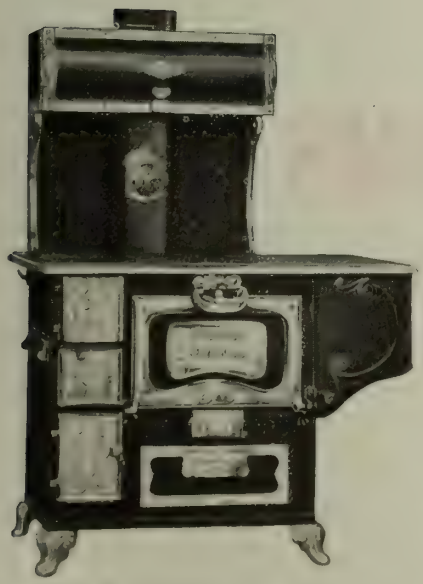
COPP'S SILVER QUEEN

16 and 18 in. ovens
12 in. high, 19 in. deep



COPP'S SUPERB

17, 19, 21 in. ovens
14 in. high, 21 in. deep



COPP'S SILVER PRINCE

14, 16, 18 in. ovens
11 in. high, 19 in. deep

Draw out Closet, Sliding Gradable Direct Damper. All have Large Ash Pan, and Cast Pipe Flue.

Their appearance cannot be outmatched, being of the modern, burnished, sanitary style giving a most brilliant and striking effect.

We will gladly give fuller information by letter. Get in Copp's Distinguished Line.



COPP'S RANGER

14, 16, 18 in. ovens
11 in. high, 19 in. deep

"THE WESTERN STOVE MAKERS"

W. J. COPP SON & CO.

FORT WILLIAM, WINNIPEG. VANCOUVER.



Get all the Profit from your Paint Oils

We can put a complete system in your store that will exactly fill your requirements at a price you will be willing to pay.

Don't get the idea that

BOWSER STORAGE SYSTEMS

are high priced—They're not. We make all styles and all sizes at all prices.

With a Bowser the oil is kept in a steel tank, air-tight and fire-proof. The pump is self-measuring, eliminating the use of funnels and measures. This system prevents the accumulation of foots and fats. The interior of the pump and tank is always free from gummy substances. It will handle linseed oil as conveniently as kerosene.

No possibility of loss. The barrels are emptied into the steel tanks when received, thus preventing loss from evaporating seepage and absorption.

This system facilitates the handling and emptying of barrels. One paint oil concern emptied fourteen barrels in thirty-two minutes. It is made in two styles, one for installation on the store floor, the other in the cellar.

With a Bowser you sell all the oil you buy. It keeps your store clean, saves your time, your customer's time and all your profits.

You know how annoying it is to handle paint oils the old way—just ask for book No. 1.N. and learn how easy it is the Bowser way. It's Free.

S. F. BOWSER & CO., Ltd., Toronto, Ont.

66-68 Fraser Avenue

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - - 511 Union Bank Building. Phone 3726
Vancouver, B.C. - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

THEME OF OUR COVER DESIGN.

The idea for our handsome cover design, has been suggested by the marvellous growth of the Canadian west, which has been assisted to so large an extent by immigration, not only from European countries, but also of late years, from the United States. Every year shows a tremendous increase in the numbers of people entering our country, and, although we still have hundreds of thousands of acres untilled, in the west, we need not look so very far into the future, to picture a country as well settled as some of the Western States.

Our cover design brings out three distinct ideas. First is the rush of American immigration into the country where land is cheap and crops are large. Second, is the fact that the hardware store, in a growing country, is naturally the first place of business to open in every town. Finally, the aggressive, subscription organization of Hardware and Metal, is bound to have a representative on the spot, early in the life of the town.

It is a typical western town, that is pictured by our artist. The railway has just reached the town, but John Smith, too impatient to wait for the railway, has come ahead in his prairie schooner. He is an immigrant from Dakota. Possibly he was one of the pioneers in that state. Anyway, attracted by the prospect of free land in Canada, and impelled by the increasing farm values in his own state, he is migrating, bringing with him the cash and equipment, which will enable him to make a comfortable start in the Canadian wheat lands.

Figures showing the extent of the influx of American settlers, surprise even those who keep in close touch with conditions in the west. When it is said that their numbers are increasing by more than a third each year, and that the per capita wealth which they are bringing with them is about one thousand dollars—vastly in advance of that possessed by most classes of immigrants, —it can be readily understood what an attractive prospect they present to the hardwareman.

In amost every western town the hardware dealer is the pioneer merchant. In many cases he arrives ahead of the railway and having purchased his site, erects a temporary building. And then he hauls his stock, composed mostly of nails and building paper, from the nearest railway station—perhaps fifty miles away. He is the vanguard of civilization, and he grows with the town. Before many months have passed, he is able to erect a more permanent building of a size to meet the requirements of modern hardware retailing.

The Hardware and Metal representative who appears prominently in the picture, typifies our wide-spread subscription organization. Every part of Canada is covered regularly by our men and, even in the newest districts of the west, it is not long before the hardwareman is introduced to one of his greatest assets—Hardware & Metal.

The subject we had decided upon for our cover design, was a big one which required special treatment. In looking around for an artist who could adequately carry out the idea, we concluded that there was just one man in Canada, who could really do it justice. That man was C. W. Jeffreys, and we were fortunate enough to secure his services.

Mr. Jeffreys has made a special study of pioneer life in the west and in New Ontario. He is noted for the life and action which he puts into his figures, and, in preparing our cover, he was particularly happy in the results attained. There is an unmistakably western atmosphere about this cover, and we feel that the idea we had in mind, has been accurately portrayed.

Just recently, one of his New Ontario paintings was purchased by the Ontario Government, for their collection.

OUTSIDE SALESMANSHIP.

The dominant note throughout this special number, is "Outside Salesmanship," and a good proportion of the reading matter is devoted to the subject of going after business.

There are many Canadian dealers who found out, long ago, the advantages of active canvassing, over the old-time method of standing behind the counter and waiting for customers to come in and buy.

The hardware store contains so many articles which could be sold in much greater quantities by going out and soliciting orders, that it is a wonder so few dealers are doing any real personal work outside the store.

To aid us in preparing this issue, successful hardwaremen in various parts of the country have told us of the methods they pursue in soliciting trade. The fact that these merchants have built up large and prosperous establishments is the best proof that they have gone about it in the proper way.

STOVE COMPETITION IN THE WEST.

In the Canadian Northwest the stove trade is developing with truly remarkable celerity. With settlers pouring in by the thousands and tens of thousands, there is a demand for stoves of all kinds, which not only keeps the stove manufacturers busy at the present time, but spells future prosperity in that branch of industry.

So far Canadian manufacturers have managed to control the Western market pretty thoroughly, but opposition from without is beginning to assert itself. Writing from the West, a United States consul addresses the following note to the American Government:

"Western Canada is developing rapidly, and the thousands of settlers who come into this territory every year, no matter how well equipped they may be with farming implements and household necessities, rarely ever bring a stove. Practically the first purchase they make upon arrival is a stove, and it is interesting to note the development of the idea. First, it is an ordinary wood heater, which retails for $1 to $4 and burns only wood. This is used for a time as a combination cooking stove and heater, but rapidly gives way, within the first few weeks to

a rancher's stove, which burns either wood or coal and is also adaptable as a heating and cooking stove. After the first crop, a larger heating stove is purchased, and a range becomes a necessity. Now the popular range in western Canada is one which sells for $14 to $18, and is made in Canada. Since the Canadian tariff of 1907 there has been some effort made to interest the manufacturers of the United States in producing a stove which can be sold at that price in western Canada, but the cost of transportation plus the 25 per cent. duty has made it practically impossible. It is believed, however, that the American manufacturers can compete with the Canadian makers of the higher-class range, the one which has an enormous sale in western Canada and retails for $35 to $50. The requirements of this market are for a steel range with malleable iron top with 9-inch holes and a reservoir on the side."

The general manager of one of the largest stove manufacturing concerns in Canada, made the statement a few days ago that fully 5,000 malleable ranges had been sold in the West during the past year by American "hawkers." These transient traders descend on a certain section of the Western country and canvass it through and through. They drive out into the country and take samples of their stoves along with them. They are persistent, plausible and not at all afraid to claim for their particular article every virtue on the stove calendar and to impute every fault imaginable to home makes. Consequently they meet with a certain amount of success wherever they go.

This system of selling constitutes a menace to the local dealer. The stove retailers of the West should not lose time in raising the barriers to the unwelcome visitor from over the border, the ubiquitous stove hawker. They can do it by educating the people in their neighborhood to know a good stove, to prefer quality to any other virtue, real or fancied. In their own interests, it will pay them to educate the residents of their district up to the stage where the arguments of the transient trader will fall on deaf ears.

FIRST STEPS IN AGGRESSIVE SALESMANSHIP.

Any dealer who is not satisfied with the trade he is doing, or who would be glad to do more business, should not be content to stand behind his counter, and wait for that additional business to come to him. In these days of advanced ideas in salesmanship, business has a tendency to go to those who go after it.

And it is not such a difficult matter to take the first steps of an outside salesmanship campaign. The expenditure of a little time during a slack season, will be sufficient for an experiment, and, if the scheme is given a fair trial, the chances are strongly in favor of its being continued.

Keeping one or more canvassers to cover the outlying districts regularly is an advanced development in outside salesmanship. For a commencement, however, the dealer or his head clerk, would find it advisable to make the rounds of his country customers, with the idea of becoming more closely acquainted with them. Farmers are naturally the most hospitable people on earth and he would be sure of a hearty welcome.

In the course of conversation, the farmer would be likely to tell of his plans for the year, the buildings he intended to erect, the new equipment he thought of buying. From every progressive farmer he met, the dealer would be likely to receive bits of information in this line, which he could turn into sales, either on the spot, or a little later, when the farmer's plans have matured. However, even if nothing so definite as this develops, the farmer will be brought closer to the dealer by this one visit, than he would be by a dozen interviews at the store.

Having broken himself in on his regular customers, the hardwareman will find it easier to reach out for new affiliations. He can cover any certain district like a blanket, calling upon every farmer and asking for his business in the hardware line. By increasing his acquaintance among the farmers of the district, he will soon find new customers coming to his store, in addition to the actual business which he is almost bound to run across in his rounds.

All this canvassing that we have described, has been done during a slack month, when the dealer's presence was not particularly reuqired in the store. He has, not lost anytning, but, on the other hand, has gained some new customers and made more solid his old ones. The experiment is well worth trying. Why not attempt it right now—before the busy season is on ?

PLAN OUT YOUR WORK AHEAD.

One of the best things heard during the course of a recent tour of certain Ontario cities and towns by a representative of this paper, was the statement made by the manager of a hardware store that he always carefully planned out his work ahead of time. At the start of each month, he went back into his office, sat down and carefully mapped out the programme for the four weeks that stretched ahead. He planned out the goods that he intended to push during the month and the means to be adopted in each case. He drew up an advertising schedule, showing what goods were to be advertised each day. It might be remarked in passing that he advertised every day and found the results quite satisfactory. Window displays for the month were mapped out; in fact, the whole plan of campaign was carefully planned, and the details of it communicated to each member of the staff. The assistance of the clerks in this work was solicited and any suggestions that they had to make were always given consideration.

The chief result was that the store work ran along more smoothly than could otherwise have been expected. Each clerk knew what was ahead of him and all contingencies were provided for. Seasonable lines were pushed to the fore when the proper time arrived, and no goods were overlooked in the writing of the daily ads. and the composition of the window displays.

The idea has many things to commend it. Undoubtedly it tends to systematize the management of the store and provides against mistakes arising from forgetfulness and indifference. Try it.

TURPENTINE SITUATION IS SERIOUS.

How high will the price of turpentine go? And how long will this high price era last? These two questions are being pondered very seriously by all who are interested in the paint and oil market.

It is pretty generally accepted that further advances will be seen on the primary market at Savannah. At time of writing, the price there is $1.03, and there are some hardy prophets who believe that before the new stock arrives on the scene, the Savannah price will reach $1.20. This is a daring prediction, but the situation is so extremely uncertain that great scope is allowed for the exercise of the imagination. More conservative oil dealers predict an advance of ten cents before the end of the month. From this it will be seen that advances

on the Canadian markets are to be anticipated, as prices here follow the Savannah market more or less closely.

As to the probable duration of this period of price aviation, estimates differ widely. Many authorities claim that the new crop is going to be late and that, consequently, the figure will remain at a high level for a more prolonged period. Others anticipate a slump toward the middle of April. The fact remains, however, that the situation with reference to the supply of turpentine is very serious. The seriousness promises to grow with the years. The turpentine supply is becoming more and more inadequate to satisfy the demand, and there is, at the present time, no remedy in sight.

THE RETAILING OF PAINT.

There is great scope for the exercise of skill and discernment in the retailing of paint.

The possibilities in the paint trade are greater, in some ways, than in any other department of the hardware store. In the first place, there is more room for the education of the ultimate consumer. People do not use as much paint as they should—and some day will. Property owners have not taken fully to heart the lesson that the frequent application of paint is an economical measure in the end, resulting as it does in the preservation of the woodwork and metal parts. Neither has the public awakened fully to the aesthetic and sanitary qualities of paint. It devolves upon the makers and sellers to drive these lessons home and stamp them indelibly on the public mind.

The possibilities, then, in the paint trade are infinite. The dealer can do his part by making his stock attractive and keeping it ever to the fore. A word here and there to customers on the subject, coupled with effective advertising will work wonders in the creation of an interest in, and desire for, paint.

To make the department a paying one, dealers must keep their stock well sorted up. It does not pay to allow odds and ends to accumulate; for if old stock is allowed to collect in this way, it is bound to become, in time, a dead loss. Paint must be turned over regularly. Trade will be stimulated in this way, for sales can be made more readily from a neat and well appointed stock.

QUALITY GOODS ARE APPRECIATED.

The salesmanager of a Canadian hardware jobbing house tells the following incident, to show how the average dealer to-day has become firmly convinced of the wisdom of handling quality goods. This house put on the market a special brand axe, which was undobtedly one of the best on sale. They put several salesmen out on the road for the sole purpose of pushing the sale of this axe. It was thought that the salesmen would have a hard row to hoe, as the ground had already been covered by the regular travelers of the house and orders for other varieties of axes had been secured in about the usual quantities. Nevertheless, the new axe took so well that sufficient orders were secured to place the demand, for a time at least, ahead of the visible supply. The travelers explained that the high quality was so apparent that dealers, almost without exception, had decided to lay in a stock, in addition to what they had ordered of previous lines.

This incident points conclusively to the fact that retail dealers are alive to the selling possibilities of goods which are up to the mark. It may have been that at one time people were willing to buy articles which had cheapness as their chief recommendation. Undoubtedly a great many are still so shortsighted that they put cheapness before quality, but the majority of people, the very large majority, will pay more at time of purchase to insure greater satisfaction and length of service. People realize that the "recollection of quality remains long after the price is forgotten."

THE HOOKWORMS OF THE WORLD.

Feeling the need of something to draw them together more closely, perhaps, than the state associations can do, American hardwaremen are rapidly enrolling themselves in a new and distinctly original organization, known as the Hookworms of the World. The hookworm, as everyone knows, is a disease which fastens on people in tropical climes and makes them sleepy, lazy and apathetic. In keeping with the name, all hardwaremen who become members of this organization of crawlers, swear never to do anything to-day that can be left off until to-morow, never to go to bed until forced to do so by exhaustion and never to get up until compelled to rise by hunger. There are a few other "nevers" in the creed of the Hookworms of the World, all bearing on pretty much the same line of action—or inaction, rather. The initiation fee is 24 cents and each member is to wear a button which is to be especially designed, with something creepy and crawly, we presume. Offices have not yet been created but the "main works" will inevitably be dubbed Grand Chief Caterpillar and the lesser dignitaries will have choice of all the names of the worm family.

It goes without saying that the organization, planned in a moment of jest and named in a spirit of whimsicality, is intended only to create fun and goodfellowship among hardwaremen, wherever they meet. The hookworm button will serve as an introduction, when two "crawlers" happen to come together, and in this way a more free measure of communication will prevail in the trade.

The idea is a good one, but we beg to dissent from the name. If it was desired to name the order after an animal personifying laziness, why not the bear? Bruin sleeps all winter, and he detests exercise. As an added quality, at times, can be quite sociable. Furthermore, the bear is eminently more respectable than the hookworm. He can sometimes take unto himself dignity, but the hookworm can never do anything else but crawl.

The Hookworms of the World have not yet invaded Canada. When they do, if they do, it is to be hoped that the local branch will choose a new name. The "Beavers" would be better. The beaver works hard when it is working time, but lays off and has its little holiday, just the same. Besides, the name would be eminently patriotic.

TRADE PAPERS ALWAYS HELPFUL.

Subscription canvassers frequently meet retailers of two distinct classes, who state that they have no use for trade papers. The representative of the first class will say that he has been in business twenty-five or thirty years, and he doesn't think the trade papers can teach him anything; while the stock argument of the second class is: "I am too busy; never have any time to read trade papers."

Both these classes are composed almost entirely of men who are simply struggling along, and have never really made good. The wide-awake and successful merchant is fully alive to the advantages of reading well edited trade papers.

In Belleville there is a harhware store doing a wholesale and retail business, which was founded probably forty or fifty years ago. But the manager of that store, who is the son of the original founder, and was literally born in the hardware business, admits freely that he draws his best ideas from trade papers, and that he reads all the good ones he knows of.

This successful business man is a rebuke to both the classes of non-readers mentioned above. A hardwareman by heredity and training, he yet recognizes that the trade paper is the one means of keeping his business up-to-date, and he is a busy man, too. Under his care is a large retail hardware store, and a complete tinshop and plumbing establishment, as well as a staff of traveling salesmen. With all this, he is often found behind the counter, personally waiting upon his customers.

By studying his trade papers, he has been able to evolve a system which carries on the work of a big business, and leaves him a little leisure besides.

PAINT TESTS BEING MADE.

The National Paint Manufacturers' Association has established, for experimental purposes, a bureau of promotion, the main object being to demonstrate the economical features of paint. During the past year it has maintained test fences in Atlantic City and Pittsburg, for the purpose of finding out just what kinds of paint are most economical and serviceable. These tests are beinb made under the supervision of a committee from the American Society for Testing Materials. The verdicts rendered will serve as a guide in future for large painting operations.

Among the most interesting of recent developments, says the Paint and Varnish Record, is the perfection of a device by which painting is done by machine. The liquid paint is sprayed on instead of being spread with a brush. The result is an enormous saving of time and labor. Large surfaces, like floors or the walls of houses, can be given a coat of paint by one man working with the spraying machine in less time than a dozen men could do the same work with hand brushes. With this device the paint comes through a hose and out of a nozzle like water is sprayed from a garden hose. There is some waste in the process, but this is said to be more than counterbalanced by the great saving of time and labor. The scheme is not unlike that adopted in constructing the Chicago World's Fair buildings in 1893. The beautiful "White City" was built principally of a plaster composition called "staff." The framework of huge buildings was put up and the "staff" poured over the frame through a hose in liquid or semi-liquid form, being molded into the desired shape. Similar methods are used in concrete construction work.

BE ABLE TO SAY YES AND NO.

A certain western Ontario hardwareman who has made such a success of his business that, in the course of a very few years, he has risen from a position where it was a hard struggle to get started in business, to one of prosperity and affluence, attributes his success largely to his ability to say "yes" and "no" and to say them at the proper time. He is a believer, as he himself explains, in good old Saxon words. If he does not want a thing, he says so without beating around the bush. On the other hand, if he thinks a thing would help him in his business he does not hesitate to accept it .

Undoubtedly there are many retail dealers who lack the power to make up their own minds without undue delay, and to say so straight out. They temporize, lacking the courage to refuse something, which their common sense condemns, or to accept a thing which looks good but involves new ideas and added risks. The ability to make quick decisions and make them wisely, is the greatest gift a retailer could ask, particularly if he has the added quality of stickatitiveness.

POINTED EDITORIALS.

Getting out after the business you need but which won't come to you if you wait for it—that's outside salesmanship.

Turpentine's soar into the ambient is proving too prolonged to please paint men. It is not only getting out of reach, it will soon be out of sight altogether.

Ex-president Hambly suffered rather serious loss in a fire in his store recently. Ex-President Brocklebank had better hurry along with his mutual insurance idea.

There are no Hookworms of the World in Canada yet. On the contrary, hardwaremen here are as busy as beavers and just chockful of energy and vim.

The Hookworms of the World agree never to go to bed until forced to do so by exhaustion. If they don't change this rule, the early bird will be getting a few of them.

Occasional advertising, as someone has said, is like a light rain. The good effects pass off and the old dryness sets in. But after a good steady shower, the sun comes out and the earth takes on a new freshness and beauty.

Good quality articles can be sold more easily than the cheaper variety—in the long run. The customer who buys the quality article will be satisfied and come back again for more; but the other man may not.

Some dealers attempt to sell paints but show that they do not believe in using it by the appearance of their store front. This is one of the surest methods of either killing business or driving it elsewhere.

Everything comes to him who waits, reads an old proverb. Yes, bill and tax collectors will call with unvarying regularity; and perhaps some time the sheriff will come along.

Tin is a metal with a past, but nothing in all the course of its somewhat chequered career can equal the way it has been going of late. Metal men are agreed that it is time it settled down to a more sober and steady gait.

Hardware dealers who claim that their golf supplies

---

have been hopelessly "bunkered," have probably made no effort to sell them. Fix up a neat window display and you will soon be "bogie" in point of sales.

"Off again, on again, gone again, Finnigan," might be parodied as follows, in view of the situation on the tin market: "Up again, down again, gone again is tin again." By way of extenuation, it might be pointed out that the pun on the last two words is quite unintentional.

Builders' Hardware Presents Scope for Outside Work

The Methods of a Brantford Firm—One Clerk Looks After Canvassing and Keeps in Touch With All Contractors—How Clerks Can be Interested in Looking for New Business—A Dissentient Voice From British Columbia.

There is more scope for "outside salesmanship" in the builders' hardware, perhaps, than in any other department of the hardware store. At any rate, this branch of the business has been pushed more through the medium of outside canvassing than other branches. A great number of firms have very successfully followed out a canvassing campaign, and by that means, improved their business very appreciably.

Builders' hardware lends itself readily to this method. The outside salesman has at all times something tangible to work upon. He does not have to "scout" for prospects; on the contrary, he knows exactly where he can meet likely customers. There are the contractors to keep in touch with, building operations to watch, property owners to see. An aggressive outside salesman can keep so thoroughly alive to the building situation that not a contract will pass without his firm having a chance to figure on it. This he can do by keeping track of all building permits, watching the local papers closely and by calling regularly on the contractors in town.

Watt & Squire, Brantford, pursue this policy with considerable success. The writer was in the Telephone City recently and took advantage of the occasion to find just how a hardware firm would go about canvassing for builders' supplies. He found the firm engaged in moving from their old store to new and more commodious quarters. It goes without saying that they were deeply plunged in work and harassed by the multitudinous cares which always accompany moving operations. Mr. Squire very courteously gave a half hour of his time, however, to showing the visitor over the new store and explaining how and why they had gone in for outside salesmanship.

The "why" can be dismissed with one phrase. They wanted more business. Instead of waiting for the business to come, they went out for it. And they certainly got it.

How they got it makes an interesting story for hardwaremen who believe in brisk methods of "hustling" business along. They handed the work over to one of their clerks and gave him "carte blanche" in the matter of time. He could devote just as much time as he found necessary to the outside work and he was expected to keep right in touch with everything that was going on in the building line. The results have been, according to Mr. Squire, fully as satisfactory as they had anticipated. Their trade in builders' hardware grew to large proprtions. Not only that, but business in other lines showed stimulation, which could be traced directly to the influence of the outside man. "We find the results so good," said Mr. Squire, "that we certainly intend to continue the system."

How He Does It.

E. Thomas, the clerk in whose hands this department has been placed, was seen also.

Mr. Thomas explained something of the plan that he follows out.

At the start of the building season—right at the present time, in fact—he begins to make his weekly round of calls on the contractors and builders. He starts on Tuesdays. Monday is always given up to finishing up Saturday business and window dressing. Outside work occupies his attention pretty largely until Friday when window dressiog is again in order. Special windows are always fitted up for Saturday. It might be remarked in passing that few hardware firms are progressive enough to have the windows changed twice every week. Watt & Squire do and they find it a good policy.

During the time that he is engaged on his outside work, Mr. Thomas makes it a point to see practically all the contractors in the city. He very seldom finds it necessary to go to the owner himself; in probably ninety per cent. of of cases, the hardware supplies are purchased by the builders. He also keeps in touch with the city engineer's department, where building permits are registered. "I do not find it difficult to get wind of all new buildings in time to figure on them for hardware," he explained. "It is seldom that we miss a chance to figure through not knowing of any particular job on hand."

Mr. Thomas keeps a memo. of all building news which is picked up at other seasons of the year. During the winter months, for instance, information relative to projected new buildings can be obtained. Anything heard in this line is jotted down and steps taken,



Window Display of Builders' Hardware by W. H. Thorne & Co., St. John, N.B.

than the exception, to sell some other goods with each order secured for builders. As a general rule paint is needed, and we figure on that. Then there are contractors' tools, lime, oil and a number of other lines which are in demand, practically all the time. I often hear of things while outside which enables us to land good sized orders."

Other Firms Compete.

Two other Brantford firms at least, A. Ballantyne and John Bishop & Son, follow out a somewhat similar policy and report results to be highly satisfactory and remunerative.



Window Display of "Philadelphia-made" Hardware, by W. H. Thorne & Co., St. John, N.B.

Methods of a Large Firm.

There are in practically all of the larger Canadian cities, hardware firms which specialize strongly on builders' supplies. These firms make a specialty of figuring on the hardware end of building contracts. They do not believe in making a limit to the scope of their business but are willing, and eager to supply goods for contracts anywhere within reasonable distance. Dealers in small towns often complain that these heard of. The dealer is under no more obligation to cut prices than as if he he had remained in the store. It depends on the dealer, rather than on his methods, whether or not he maintains the price level on a reasonable and profitable basis.

large firms are continually poaching on their own (the small dealers') territory. This is quite true, but in many cases the small dealer has himself to blame. The writer knows of many cases where a large firm has closed deals before the small dealer even knew that such a building was being thought of, despite the fact that it was in his own town.

How Profit-Sharing Helps.

At the recent convention of the Ontario retailers held at Peterboro, Fred C. Lariviere of Montreal, gave an interesting sidelight on the problem of outside salesmanship. He was discussing the question of profit sharing and incidentally telling something of the plan he follows in that connection. Mr. Lariviere pays his clerks according to the amount of business that they do, a certain percentage being given on the profit on each article sold. He told of the effect this had on the members of the staff, spurring them on to greater efforts and implanting in them the ambition to create business for the firm, through them.

when the time comes, to get in touch with the proper parties.

Sells Other Goods.

"Do you make sales in other lines?" he was asked.

"Regularly. I find it the rule, rather "I find it works out in this wise," said Mr. Lariviere. "The clerks are anxious to make friends of our customers and thus secure repeat orders. They are courteous and obliging in the extreme. When they are anywhere outside, they neglect no opportunity to get new customers. They canvasss their friends and keep their eyes open for new buildings. They become in fact, outside salesmen."

The results obtained by Mr. Lariviere in this respect are in themselves an indication of the busines axiom that it is wise and profitable to endeavor to create business by "going after it." He has enlisted the active co-operation of each member of the staff and finds that their united efforts outside the store bring much new business.

It should not be necessary to resort to profit-sharing to arouse the interest of the staff clerks in this avenue of profitable activity. The wise clerk realizes that his own advancement and that of the store run concurrently. If the business improves, his position keeps pace. His employer's gain is his own. Anything that he can do, outside of the store and after regular business hours, to advance the interests of the store, will serve in a direct way to advance his own interests.

A Dissentient Voice.

There are two sides to every story. Here is the other side to the question of outside canvassing in the builders' hardware department:

H. T. Kirk, past president of the British Columbia Hardware Dealers' Association, states that in New Westminster, where he hails from, the hardwaremen found outside work the forerunner of price cutting.

"The firms in our city used to get out," declared Mr. Kirk, on the occasion of a recent visit to the office of Hardware and Metal. "Every contractor would be canvassed and the dealers soon began to cut prices, the competition became so keen. It went so far that profits were lost and gradually the practice was dropped."

Apparently the price cutting microbe—it is a troublesome germ—had got into the New Westminster hardware dealers about that time. That going out after business was directly responsible for the epidemic—price cutting is a very contagious disease—is not the only conclusion to be drawn. If the dealers had not gone to the contractors, the contractors would have gone to them and the same facility for price cnutting would have been provided.

Outside canvassing, properly applied, should not, does not, create price cutting of itself. It serves the purpose of bringing the firm into touch with business which otherwise would not have been

The Wisdom of a Personal Canvass

How Magladery Bros. Have Worked Up Business in Farm Implements—Sales of Hardware are Increased by Outside Salesmanship—Good Personality is the Secret of Success—The Novel Methods of S. & G. Penfold.

Hardwaremen who attended the Ontario convention at Peterboro will need no introduction to the hustling, energetic young dealer around whom this sketch is more or less to be centred. William Magladery of New Liskeard, although comparatively a young member, conducted the Question Box discussion at the convention and did so with such zest and aptitude that all who were present will ever retain a keen recollection of the two interesting hours that the session occupied. He kept the discussion well in hand, and made the various speakers toe the mark in the matter of time, but managed to get his audience on any easy conversational footing, so that all took an animated part.

In a sense, Mr. Magladery's occupancy of the chair was unfortunate. It did not give him the chance to voice his own opinions and ideas as fully as if he had been seated in the audience; and his opinions on everything relating to hardware, from brass tacks to threshing machines, are well worth hearing. He has accumulated a fine assortment of aggressive, and progressive, ideas during the years that he has been in business. One of them will be dealt with here. He believes, with the full force of his convictions, in "outside salesmanship."

He started in business with his brother a number of years ago in Parkhill, Ontario. To the lay mind, the choice of location may have appeared then to be unwise. The Parkhill district of the time of their advent already boasted a number of prosperous hardware stores. What chance would these young newcomers have against an old campaigner like Father Humphries, first president of the O.R.H. and S.D.A.? But Magladery Bros. were not daunted by the formidable opposition that they were stacking up against. They just started in to do business in their own way—in some respects a new way. It is not on record that they cut into the trade of their competitors or made things less prosperous for the other hardwaremen in Parkhill. But it is certain that they opened up new avenues of trade, found new customers and created a splendid business of their own. They "waxed and grew prosperous," And their success was due, in no small degree, to their acceptance of the theory that it pays to look for business instead of waiting for the business to look for you.

They have since moved to New Liskeard, where they have one of the best hardware stores in the province. The same policy is pursued in the "nugget belt" that was adopted in Parkhill and the district around New Liskeard is raked cleanly through and through by the Magladery dragnet.

Explains His Methods.

In the course of a conversation recently with Hardware and Metal, William Magladery told something of the method that he pursues in his outside canvassing campaign.

"I do most of it myself," he said. "I hitch up some fine morning and start out to do a little calling. Sometimes I stay away a whole week. Generally I am away over one night at least. In this way I get to know the people in



WM. MAGLADERY, New Liskeard.

the district personally. It is all right to meet them in a business way, to talk to them over the counter, but you don't get to 'know' them until you visit under their own roof and perhaps stay for a meal. They begin to entertain for you then a far different feeling of friendship than that which they extend to mere business acquaintances. A trade which is built up on the foundation of personal acquaintanceship is, like a certain insurance company, 'as firm as the rock of Gibraltar.'

"I soon get to know every man within a radius of fifteen or twenty miles," continued Mr. Magladery. "You may be sure that I do not neglect to make the acquaintance of anyone. Sales are frequently made in the most unlikely of places. What is more, I do not allow these friendships to drop. I make it a point to see each man regularly and as often as I can.

"If a man were looking for immediate results from outside canvassing, he might at first be disappointed. Orders often do not come at once; but they are certain to come in time. That is, of course, if you are fitted for this style of work

Personality Counts.

"Personality is the secret of success. A man without a good personality would drive business away, instead of drawing it to his store. He must readily make friends, adapt himself to conditions and assimilate new ideas rapidly. If a dealer who was highly opinionated and argumentative, or the possessor of a repellent manner, went out to get business in this way, he would soon find that he was making a failure of it. Results would be exactly the opposite to what he had anticipated.

"As an old employer of mine used to say: 'If you lack personality, stay right at home. For that matter, you might as well go out of business.' "

Implements First Consideration.

Mr. Magladery's trips have one main object in view. He aims to sell agricultural implements. Naturally that is the line which appeals most to the farmer and he conducts his canvasses for the most part from the standpoint of implement sales. But he never neglects an opportunity to sell other goods.

For instance, he may be trying to sell a farming man a new binder. The farmer is interested and shows that he would like to invest in a new machine. But prudent scruples hold him back. "I'm afraid I can't afford it this year," he finally explains. "You see, the barn will need new roofing this spring and I have made up my mind to paint the house. It has needed it for years. Guess the old binder will have to do for another year."

Mr. Magladery leaves for his next call perfectly contented. He has lost the sale of a binder, but he has marked down in the little morocco covered memo book, which he always carries handily, the following items:

April 1.—Sell John Stubbs roofing for barn.

April 15.—Sell John Stubbs paint for house.

These memos are never lost sight of; they spell sure business and a good profit. About April 1 a letter is written

to John Stubbs or, better still, a personal call is made. There is only a small chance of failure to land an order for ready roofing for the barn and paint for the house.

And so on, ad infinitum.

"Could you give me any specific instances where new customers have been made or valuable business done, directly as a result of your calls?" Mr. Magladery was asked.

"Dozens of them," was the response. "In fact, nearly every call made leads to something in the way of business in the end. The people you call on come to see you when they drive into town. You get some of their business; gradually, it all comes your way.

"As for specific instances, I could tell you of lots of cases where I have canvassed for one thing and landed orders for something different, but equally profitable."

Creation of New Business.

The great bulk of the business thus secured is new business. Because you sell a man a cream separator, it does not follow that he would have bought one of his own accord later on, perhaps from someone else. If the spell of your persuasive eloquence had not fallen upon him, he would probably have gone on in the old way. Therein lies the chief advantage of "outside salesmanship." It is not the advantage it gives you over competitors who stay behind their desk and counter, but the opportunity it presents of getting the "dormant trade," if such a term is permissible—the business which needs to be stirred up and which would never materialize if the dealer waited for it to develop of itself and come to him.

Direct Results, Too.

But first, foremost, and all important are the direct results. That outside canvassing for agricultural implements pays is amply demonstrated by the fact that on March 1 Magladery Bros. had a trainload of implements shipped into New Liskeard to fill orders gleaned from the surrounding district.

A Parade and Banquet.

Delivery day was marked by ceremonies of a unique nature. There were thirteen carloads in all of farm implements. These were unpacked and assembled and then a long parade was started. The procession contained many original "floats," arranged for the most part by customers of Magladery Bros. Two prizes were given for the most original outfits. A banquet was afterwards held at which there were about two hundred present, the guests including a great number of farmers from the neighboring district and prominent citizens of New Liskeard. A band was in attendance. After the dinner speeches were delivered and a pleasant time spent in a social way, Wm. Magladery acting as chairman.

The day did a great deal to cement the bonds of friendly acquaintanceship which have existed between this progressive firm and their customers.

An Ingenious Method.

That outside salesmanship can be combined with ingenuity has been proven by S. & G. Penfold, Guelph. Their method of "prospecting" for, and locating new business has been explained before, but is well worth mention again.

Every sale conducted in the neighborhood of the Royal City is attended by a representative of S. & G. Penfold. When an implement is put up for sale, close tab is kept on the progress of the bidding and the names of each man who makes a bid is jotted down. In this way the firm acquire a knowledge of the farmers in that district, who are looking for an implement of that kind. The mere fact that they entered a bid for that implement shows they are prepared to buy one. No time is allowed to lapse before a representative of the Penfold firm calls on each man who is down on the list. Needless to state S. & G. Penfold do a big farm implement and hardware business.

S. & G. Penfold are also dealers in carriages; in fact, they are manufacturers in this line. The methods adopted for the sale of agricultural implements also applies to the carriage end of their business and "outside salesmanship" helps to stimulate their trade very considerably.



Procession in New Liskeard on the Occasion of the Delivery of Agricultural Implements Sold by Magladery Bros.

Aggressive Methods in Selling Lighting Fixtures

True Story of How Energetic Clerk Goes After Business—Lighting Goods Offer Fine Field for Outside Salesmanship—Make Spectacular Display in Store and Window—Attract Trade in Other Lines.

John Smith was building a fine new home in a Western Ontario town, and it was rapidly nearing completion. In fact, the interior trim was all in place, and the painters were applying the final coat of varnish. He had visions of moving into the new home very shortly.

One day Mr. Smith was on the way to his office, after lunch, when he heard some one calling him. Turning around, he beheld a young man hastening towards him—a strange young man whom he hadn't seen before.

"I went past your new house this morning, Mr. Smith," he said, "and noticed that it would soon be ready for you to occupy."

"Yes, that is so," admitted Smith with no encouragement in his tone.

"I also noticed," continued the young man, "that the electric wiring was ready to connect with the town wires, and that your fixtures were not yet installed."

"No, I am going to buy my fixtures in Toronto," was the reply, "and I haven't had time to go down for them yet."

"Then I'm glad to know that I'm in time for your order, Mr. Smith. I am a clerk in Jones & Brown's hardware store, and I have taken a great interest in the electric fixtures department. I suppose you have noticed our display ?"

"No," returned Smith, "I buy all my hardware at Robinson's, and I have not been in Jones & Brown's store for years."

"I was sure you hadn't, Mr. Smith, when you said you were going to buy your fixtures in Toronto. Our display would be sure to interest you. We are showing a line of exclusive designs at very close prices, and I really believe we could suit you even better than any of the Toronto establishments. Besides, you would not have to lose your time and railway fare if you purchased from us, and we would have the fixtures installed by our own expert free of cost to you. Will you drop in and look over our stock ?"

"No, I don't think you can carry any great variety in a town this size. I think I'll buy in Toronto."

"Well, Mr. Smith," said the clerk, "I am very anxious to have you see what we have, and if you will permit me to call at your residence this evening, I will show you one of our latest fixtures, so as to give you an idea of what we can offer you,"

"Well, call if you like, sir, but I don't think you can interest me." With that, Mr. Smith turned on his heel, and walked off towards his office.

* * * *

It was about eight o'clock that evening when Mr. Smith's door bell rang. The caller proved to be Jones & Brown's clerk, who was armed with a small grip and a catalogue. Opening the



The Front of the Fred Armstrong Co. Store, on Queen Street West, Toronto, Showing the Handsome Stock of Lighting Goods Carried.

grip, he drew out a number of pieces of brass and glass, which he deftly put together, explaining that it was one of the newest four-light dining-room fixtures.

"I don't like that for a dining-room fixture," said Mrs. Smith, who had appeared on the scene. "I want one of those domes—like Mrs. Robinson-Williams', John, you know."

"We also can supply domes, Mrs. Smith, but I notice by the trade papers that they have quite lost their popularity in the city, and they are being replaced by four or five arm fixtures such as this with dainty art glass shades. After all, Mrs. Smith, I think you will agree that this fixture is in better taste and would match your furniture better than one of those domes with the variegated colors. I have a circular here from a manufacturer of fixtures, saying that he is clearing out his domes at reduced prices. That means, Mrs. Smith, that domes are going out of vogue."

"Of course I don't want anything in the new house that isn't quite up-to-date," remarked Mrs. Smith, "and this fixture does seem to grow on me, the more I look at it."

"Don't you think, Mr. Smith, said the clerk, turning to him, "that this fixture would look well in the dining-room of your new home? It has a spread of fifteen inches, and the chain is composed of adjustable links, so that we can hang it to exactly the height above your dining-room table that you wish. The art glass shades will give you a quiet subdued light, and heighten the effect of your fine furniture."

"Well I do like that fixture," Mr. Smith admitted reluctantly. "What is the price of it?"

"I can quote you fifteen dollars on this fixture Mr. Smith, and our electrician will instal it at that figure. We have others over at the store, some higher and some lower in price, and I am sure you would be interested in seeing them all. Won't you drop in tomorrow evening and look them over?"

"Well maybe I will," said Smith. "Yes, Mrs. Smith and I could call and see what you have."

* * * *

Next evening, Jones & Brown's hardware store presented a dazzling spectacle as Mr. and Mrs. Smith entered the door. The clerk had been watching for them and he immediately came forward and greeted them.

"I had no idea anyone in town had such a fine stock of fixtures," exclaimed Mrs. Smith, as her eye traveled from one to the other, but always came back to the dining-room fixture she had seen the previous evening.

Now, as a matter of fact, although Jones & Brown's stock was well selected, and every fixture was right up to the minute in style, it was not large. But electric light fixtures make an exceedingly spectacular display, especially when they are connected with the electric current, as were Jones & Brown's.

Before Mr. Smith left the store that night he had placed an order for seventy-five dollars' worth of fixtures. More than that, when he was moving into the new house,, a little later, he formed the habit of dropping into Jones & Brown's for the odds and ends of hardware goods which he required in settling. The habit has become chronic with him now, and looks as if Jones & Brown had won a permanent customer—all because they carried an up-to-date stock of lighting fixtures, and had a clerk who went after business.

Lines Which Hardwaremen Can Handle With Profit

Bicycle Supplies and Repairs are Found to be a Good Side Line by Many Dealers—Trade is Easier to Handle Now Than During the "Boom" Years—Motorcycles and Automobile Supplies are Legitimate and Profitable Hardware Lines.

Hardwaremen are quite frequently heard to complain that other trades are cutting into their business by taking up lines handled exclusively heretofore in hardware stores. In most cases, the complaints are voiced by men who have failed to grasp the possibilities of trade expansion to-day—who have, in a business sense, been standing still. Not caring, or not daring, to launch out on their own account, they grumble when a more enterprising dealer, in some other branch of trade, puts in a line of goods similar to their own.

The sporting goods dealer starts to sell cutlery. The hardwareman can best meet the opposition by laying in sweaters, footballs, boxing gloves, etc. What he loses by the competition of his neighbor in cutlery, he perhaps more than makes up for by his sales in sporting goods.

The bicycle dealer starts to sell skates, Instead of complaining, the hardwareman can even matters up, by dealing in bicycles and cycle supplies.

A Regular Hardware Line.

In the latter connection, however, it should be pointed out that the bicycle trade is a staple hardware line in any case. The bicycle store is an off-shoot of the hardware establishment. Hardware dealers in all parts have handled bicycles and supplies for many years. That they have not as a whole, fully realized the possibilities of the trade is a fact, but a great many dealers have been extremely successful. Not a case is recalled where a hardwareman has found the bicycle branch of his business unremunerative; numerous instances could be cited, on the other hand, where a very large business has been done. Still the hardware trade has not taken up the line as generally as the almost certain returns would justify.

A reason advanced by some is that the handling of bicycles involves too much work. The labor entailed is not as large, however, in proportion to the profits, as in a great many staple hardware lines. Others say that lack of room makes it difficult to carry bicycles. "You can always find room for a line that pays," was the rejoinder of a veteran hardwareman, when asked how he managed to handle his largely assorted stock. If the bicycle trade pays—and no evidence has been heard to the contrary—hardware dealers could well afford to find room for the stock.

A very curious reason for not handling the line was given, in all sincerity, to a Toronto jobber recently. "I did carry bicycle supplies once," said one of his customers, "but I gave it up. My stock was always stolen from me." He explained that pumps vanished as if by magic and that only a thievish visitation could account for the celerity with which tires, wrenches, and saddles were cleaned out. That thieves would specialize on bicycle supplies and pass over the hundred and one other articles in the store was too improbable a theory to accept, and the jobber pointed out that the trouble almost certainly had been in his own slackness in marking down sales.

The merchant had, in all probability, been doing a rushing business but, not having an adequate record of sales in his books, he had imputed the rapid diminution of stocks to an inexplicable desire on the part of certain light-fingered persons to filch bicycle supplies.

Conditions are Favorable.

Conditions are more favorable now for the trade to deal in bicycles than ever before. When the "bike" craze was at it's height the average customer was much harder to suit than to-day. The

purchaser had heard of at least a dozen different makes of wheels and it was hard to get him to make a final selection. Heavy stocks had to be carried then. Nowadays conditions are far different. "A dealer does not need to carry more than one make," said a Toronto jobber. "If the wheel he carries is a good one, he can make sales without having a big stock on hand." The trade has therefore reached a stage where the hardwareman can reach for a share of it, without having to stock up heavily and completely disorganize his store in so doing.

The presence of a bicycle department in a hardware store does not require to be unduly heralded. It is not necessary for the proprietor to displace other stock, to give an overly large share of his advertising to bicycles, or to devote his energies so heavily to pushing the one line that other branches of the business would suffer. A permanent sign outside, calling attention to the fact that bicycles were sold within, a fair amount of space possibly toward the rear of the store, an occasional window display and some advertising mention—the following out of this program would, undoubtedly give the merchant a profitable trade. A rather comman device nowadays is to suspend a sign above the store with a wheel attached. The wind causes the wheel to revolve and the attention of the passerby is attracted thereby. A sign of this kind would prove of help in drawing trade.

A Repair Department Helps.

To work up trade, a repair department proves a great help. The necessity for a repair shop is the obstacle which has deterred many hardware men from trying. It should not be a difficult matter, however. Nearly every well-conducted hardware store has a tinsmithing shop at the rear. The installation of a few machines would make it possible to look after the repair of bicycles in the same place.

This was the plan followed by a Hamilton firm, who handled cycle goods for many years with considerable profit. Two brothers conducted the business and they not only handled a heavy output of wheels but made good returns from the repair department. They did so well in fact that, when one brother went west a short time ago, the other decided to let the business slide. "We made quite a nice thing out of our trade when the bicycle business was at its best," he said recently, "and now I am not bothering to keep things going as briskly as before. Don't need to; you see. Still, without making any effort at it, I sell some bicycles now and the supply trade is good. It supplements the receipts from the hardware end of the business more than you would think."

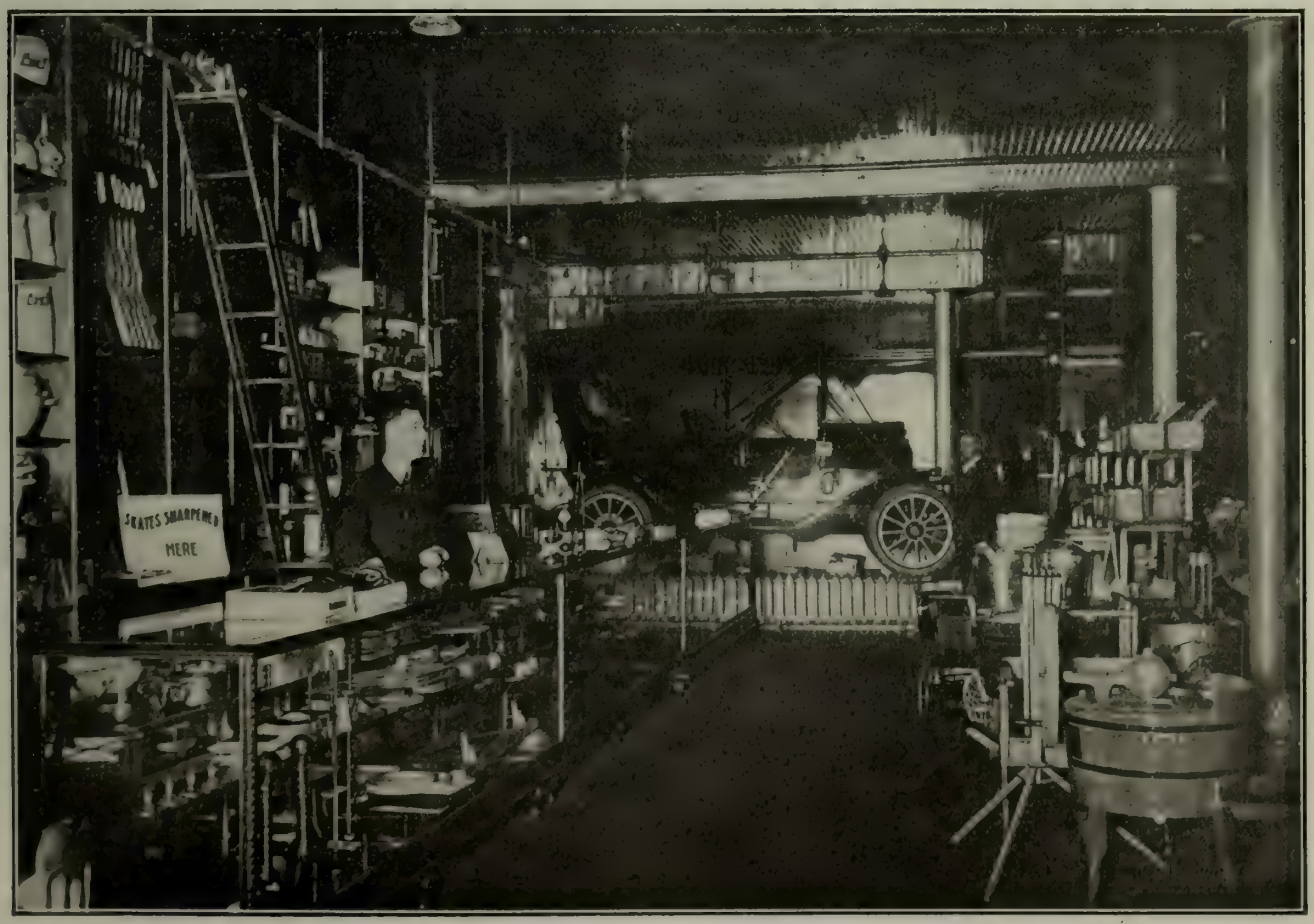
W. H. Jenkins, a Woodstock dealer in harness, hardware and stoves, decided some time ago to start into the bicycle trade. He took up the new branch with characteristic energy and has since worked up a splendid business. There are few bicycle dealers or repair men in Ontario who handle a larger amount of stock than he does.

All available data points to the fact that bicycles can be made a very profitable side line for hardware merchants. "I have a large number of hardware dealers on my list," said a Toronto bicycle wholesaler," and, without exception, they seem to be doing well. At any rate they order goods just as often as the out-and-out bicycle agents. It is in the smaller cities and towns for the most part that the hardwaremen have gone into the business. In the bigger places, there are generally plenty of bicycle stores to cover the trade.

How to Handle Goods.

When a hardware merchant has made up his mind to handle wheels, he should take care to start on a right basis. Cases could be quoted where the business was taken over under conditions which proved adverse.

J. W. Peacock, Queen street west, To-



Automobile on display in window of James & Reid's New Store at Perth Ont.

ronto, says: "About eight years ago I was doing a splendid business in bicycles. Unfortunately, I was handling the machines on consignment. If another dealer ran short, I would have to send one or two over to him and fresh ones would be shipped on to me next day. There was continual trotting back and forth, until I got tired of it. Still I did a good business and the fault was all my own in not having seen the necessity of handling the goods right." Mr. Peacock is still doing a thriving business in sundries and repairs, pumps, screws, tape, cement, etc.

A Motor Cycle Agency.

The motor cycle is a new thing in Canada. There are few devotees as yet in this country to what is really a most fascinating sport, but the time is not far off when these "automobiles for one" will be greatly in demand. At present the motor cycle is comparatively expensive and there are few agencies in the country. All of which goes to prove that the time is ripe for hardwaremen to become interested in this new but legitimate branch of their trade. To start in now would mean getting "in on the ground floor."

The motor cycle rider needs supplies and his machine demands repairs just the same as with autos and bicycles. make the business reasonably lucrative at present. The future is due to see immense strides forward in this industry, however, and the business done today will be a mere forerunner of the trade that the next half dozen years will bring.

Not only is it wise to lay in a stock of sundries and repair supplies but the wise hardware dealer will get an agency for motor cycles. He cannot expect to drive such a trade as was done in bicycles ten years ago, but a few sales in a season would make the department a good paying one.

Handle Auto Supplies.

Most hardwaremen handle auto sundries—gasoline, carbide, pumps, auto tools, etc. In a majority of cases, however, they do not make as much of it, as they might. It should be remembered that the trade comes largely from the transient motorists, who run short while en route and have to secure supplies at the first place they reach. In such cases, the driver keeps his eyes open and pulls up at the first establishment he sees where auto supplies are handled. A sign in front of a hardware store, calling attention to the fact that motor sundries are carried, would more There are enough machines in use to than double the trade of that particular establishment.

"Up to the past summer our business in motor sundries," said a Western Ontario hardwareman," consisted almost entirely of sales to local repair establishments. They bought direct almost entirely, but would often run short and then would buy from us. This year, we put up an electrical sign in front of our store and had it lighted up at night. During the summer months, we kept our motor department open for a couple of hours in the evening and the cars came to us for supplies almost without exception. Our business in that line was trebled and the experiment was so successful that we certainly intend to continue it."

It is by the adoption of such methods, by reaching out for the extra margin of trade, that certain men in every community forge ahead of their competitors. In the bicycle, motor cycle and automobile trade, there is an opening for the hardwareman to materially supplement the returns from the more staple lines of his business. Is it not worth taking up?

Auto in Window.

The accompanying illustration shows an automobile in a window in James & Reid's store, Perth. This firm handles automobiles and auto supplies with considerable profit.

An Era of Package Goods is at Hand

Manufacturers are Adopting This Convenient Form of Putting up Their Stock—The Manufacturers Have Introduced the Idea Widely—Waste to be Baled up—Other Package Goods on Market.

The coming of the new hardware store—the large, spacious kind, with plenty of light and room—has brought other changes in its wake. The hardwareman has found that, in order to keep a neat and attractive store and at the same time display his very extensive stock to advantage, he must economize on space. The old time method of hanging all surplus stock on the ceiling has fortunately no place now in the creed of the progressive hardwareman. It has come to be recognized that spades, pails, and saddles suspended from the ceiling are neither ornamental nor useful; that they are calculated to drive away business. He must therefore devise other means of arranging his stock to the best advantage in the least possible space.

The manufacturer is coming to the rescue of the retailer in this connection. Most firms are striving to put up their goods in as small and convenient form as they can devise. This desire to put out articles in small space form has naturally led to the evolution of package goods. It looks as though an era of package goods in the hardware world is at hand.

It is, of course, many years ago since paint was sold in bulk to the ultimate consumer. Manufacturers recognized the good results which could be obtained by putting up their paint in tins of convenient size and were not slow to act upon the idea. There have been wonderful developments along this line during the past five years. Paint is now put out in as neat and attractive a form as any article on the market. As a result, it is easy and pleasant to retail paint; dealers undoubtedly are showing more interest and, quite inevitably getting better results.

Makers of other varieties of goods are now taking a leaf from the same book. Some time ago it occurred to Manager P. Kreisman of the Canada Glue Co., Brantford, that glue in package form would be a popular idea. He figured that the retailer was at a disadvantage in handling glue in bulk. The stock is exposed and is bound to dry out; it is figured that loss from that one source ranges from 4 to 10 per cent. Then in weighing out the glue, there is bound to be a certain loss. Package glue, to his mind, would do away with all loss in weight and would have a few other advantages as well. It would save time. All the salesman would have to do would be to lift the package off the shelf and hand it over the counter. It would save something in string and paper. It would help the retailer to keep a neater and more attractive store.

The idea was taken up and acted upon and to-day a lot of Brantford All-Around glue is sold in pound, half pound and quarter pound packages. Sales-manager W. J. Feldkamp stated recently to a representative of Hardware and Metal that the retail trade was taking kindly to the idea. A certain number always shy at anything in the nature of an innovation, but the great majority are showing appreciation of the plan.

Waste in Packages.

The Imperial Waste and Metal Co., Montreal, have recently carried out the idea of baling waste in 25 and 15 lb. packages, for sale in hardware stores. The idea is a capital one, inasmuch as it opens to the dealers in hardware an avenue for trade, which heretofore has been practically closed. The great difficulty of handling waste in bulk is the impossibility of carrying a stock and maintaining at the same time any de-

gree of cleanliness in the store. A large bin would have to be set aside and much time would be lost in handling the stuff. These difficulties are smoothed over when the waste is sent out in covered bundles, all ready far sale.

In railroad and factory towns, waste is a profitable line to handle and the new method will doubtless assist hardwaremen to make more of the trade.

Other Package Goods.

Among other goods put up in package form are Wondershine, the cutlery cleanser and silver polisher; ammonia, benzine, tacks, dustbane, a well-known compound for use in sweeping and cleaning floors. Soclean, another compound used for much the same purpose as dustbane, is done up in neat tin form. It might be remarked in passing that both "dustbane" and "Soclean" are good, suggestive names.

Idea Will Grow.

Package goods are undoubtedly a benefit to the retailer. They save time in handling and tend to brighten the store. Consequently, the tendency to put up goods in this form is bound to secure encouragement from the retail dealers and from the public, also.

It is highly probable that the near future will see a wider development of the idea. There are a variety of articles now sold by bulk which could be handled in this way.

Opportunities in Steel Ceiling Business

Hardwaremen Everywhere Can Develop Trade in This Line—No Need to Carry a Stock—Aggressive Selling Methods Will Bring Profits—How to Erect Steel Ceilings.

Every business man agrees that the profits which he makes without incurring any risk of loss, are particularly desirable. If he clears ten per cent. on a sale of goods which he orders shipped from the manufacturer, and is not put to the expense of carrying a stock, he is better off than when he makes a very much larger percentage of profit on regularly stocked goods.

This is the kind of profit that hardwaremen can make by handling steel ceilings. All the manufacturers of interior decorations in sheet metal issue handsome catalogues which give to intending purchasers as good an idea of steel ceiling material as would an actual stock. The dealer who makes proper use of these catalogues will find it no difficult matter to work up a trade in steel ceilings, especially if he can point to good samples of work he has already done in his town or locality.

Making Two Profits.

One of the best features of the steel ceiling business is that the dealer has two opportunities for profit-taking on every ceiling he instals. One profit is on the material, and the other is on the erection. Combined they help very materially to swell the earnings of the dealer.

Another money-making phase of the steel ceiling proposition which must not be overlooked is that the ceiling is not complete until it is painted. As it is quite natural that the dealer who sells and instals the ceiling should also have the opportunity of supplying the paint, it will be seen that the sale really opens up three avenues of profit.

Getting in Right.

Some years ago, a hardwareman in a Western U. S. town, realizing that the steel ceiling business was likely to have a remarkable growth, decided to make himself a steel ceiling specialist. He hustled after the business, systematically canvassing the retail merchants, school boards, church managements, and others where he thought there was a possibility of doing business. As a result, there is not a store or public building in his town to-day which has not a steel ceiling.

The same thing can be done by any Canadian hardwareman. Although the usefulness of steel ceilings has been amply proven, the industry is still a comparatively young one, and, in every part of the country it is capable of vast development. The dealer who first starts out to be a steel ceiling expert will reap the most abundant harvest of profits.

The Knack of Erecting Ceilings.

Tinsmiths naturally are the class from whom most of the good steel ceiling erectors are recruited. The hardwareman who keeps a tinshop should therefore boost the ceiling business to the utmost of his ability. The fact that steel ceiling business is seasonable all the year around is much in its favor, as it prevents disorganization of the tinshop during the slack months.

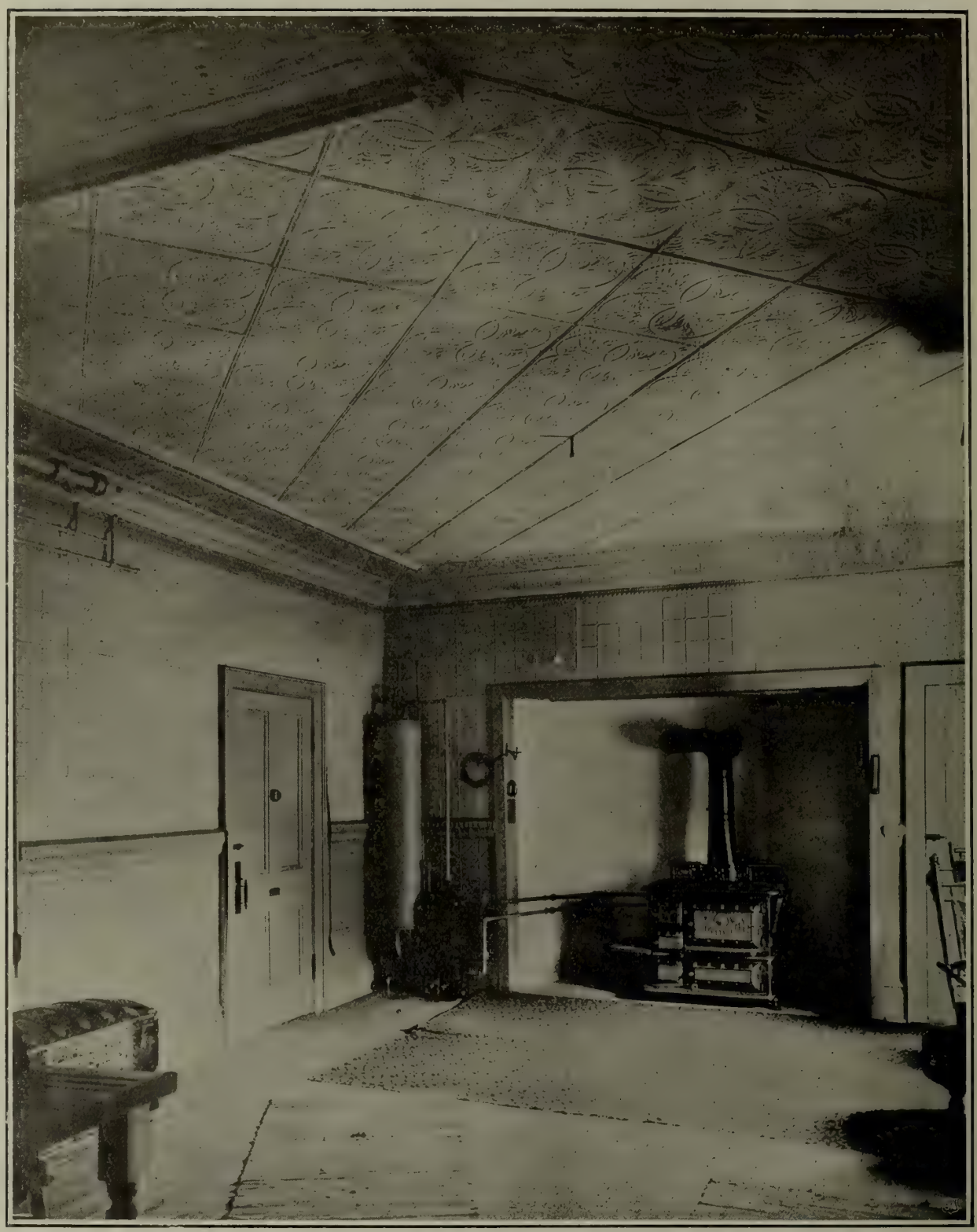
A good mechanic will not find it a very difficult thing to master the erection of steel ceilings. There are some points to be specially observed, and there is no reason why any tinsmith who follows the suggestions given in this article should not become a capable erector of ceilings.

Hints on Erecting Steel Ceilings.

It was at one time the custom to erect all steel ceilings on wooden strips, 2 in. by ⅞ in., but this has been almost entirely done away with, as experience has proven that it is not only cheaper to use ½ in. hemlock sheeting, but it makes a considerably better job. There is practically no difference between the cost of strips and the cost of ½ in. sheeting, but in the erection it costs about twice as much to erect the strips as it does the sheeting, owing to the fact that the strips have all to be spaced out on the ceiling and laid out to correspond exactly with the plan.

On jobs where the old ceilings are plastered the question often arises, is it necessary to remove the plaster? The mess and dirt caused by removing plaster is unspeakable, and any man who has once done a job this way will not repeat it in a hurry. This can all be avoided by using half-inch hemlock sheeting (undressed) put on right over the plaster, using 2½ in. wire nails, securely driven into the joists. Two nails should always be used at every joist in boards up to 6 in. wide; over this width three nails should be used.

After the sheeting is finished, find the exact centre of the ceiling, that is, if the cornice runs around the four sides, in which case the centre of ceiling will be the centre of the design used. In most cases of store ceilings the front is finished off with a flat moulding on the ceiling, owing to the fact that the glass front runs up close to the ceiling and does not allow of any depth for the cornice. In a case of this kind, take the centre from the inside of this moulding to the inside of the cornice at the other end. This will give the exact centre of the ceiling. Then consult the plan (which is always furnished with ceiling orders) and note where the centre of the design comes. Sometimes it will come directly in the centre of a plate, and some times in the side or end of a plate, according to the size of the ceiling. It is always advisable to check over the layout of the ceiling before erecting the plates. For instance, if the plan shows six plates on each side of the centre and twelve plates each end of the centre, measure these off



A Sanitary Kitchen Finished With Steel Ceilings and Side Walls.

(nearly all steel ceiling plates are exactly 24 in. square.)

Check Measurement of the Filler.

Then measure out from the wall the required projection of the cornice. A section of the cornice is generally shown on the plan with figured dimensions, and, if a moulding is used between the plates and filler, measure this also. The space that is left will be for the filler. Now consult the plan and see if the width of filler, as marked on the plan, corresponds to the correct measurements on the ceiling. This filler is usually sent from 1 in. to 2 in. wider than actually required, according to the measurements sent. A great deal depends upon the accuracy of the measurements taken on the job.

An apparent difficulty which sometimes occurs in erecting steel ceilings is the marking of the centre line where there are gas pipes projecting through the ceiling and coming directly on the centre line, making it impossible to use a chalk line. In this case all that is necessary, after having marked the exact centre line at each end of the ceiling, is to measure over to either side 12 in. or 24 in., as the case may be. Run the chalk line from these points, of course always bearing in mind that you are working off from the centre line.

Apply Plates First.

After being absolutely sure of the layout, commence by erecting the plates first, always lapping the joints away away from the strongest light. The best method, and at the same time the best way to make speed, is to do a straight stretch first, tacking up the plates only with sufficient nails to hold them in place, then when there is a good sized section laid out and it proves to be straight and true, proceed to nail securely. When through nailing go over the joints, and if there are any which are open, it will be necessary to cork them up. The simplest method of corking joints is to use a small piece of hardwood, about 2 in. wide and 1 in. thick and about 7 in. long. Run this along the edge of the open joints and tap lightly with a hammer. The result will be that the bead where the joint occurs will fit snug and tight up against the other bead, and when painted the joint will not be visible.

In many of the modern steel ceiling designs the moulding between the field plates and the filler is entirely done away with. In designs such as this, leave the outside edge of the field plates unnailed, until the filler is slipped under the field plate, In cases where a moulding is used nail the edge of the plates, as the bead on the inside edge of the moulding goes over the bead on the plate. However, before putting on this moulding, it is absolutely necessary to put the filler on first. Measure from the centre of the bead on the edge of the plates out toward the cornice, the required width of the molding, then measure out from the wall the required projection of the



Steel Ceilings And Side Walls as Used in a Business Office.

cornice, and the space which is left will be the exact width of the filler required. If this measured exactly 16 in., the manufacturer would send 18 in. wide, which would allow the filler to run in 1 in. under the moulding, and 1 in. under the flange of the cornice.

Be Careful With Moulding.

Having finished the filler, put on the moulding, care being taken not to press too hard on the moulding, as this tends to flatten it out and consequently it will cover more than the required distance, with the result that a straight line cannot be obtained. This is one of the most unsightly defects in connection with steel ceilings, because the moulding, being deeper than the ceiling plates, stands out more prominently than any other part of the ceiling. Therefore, the erector cannot exercise too much care when putting on mouldings.

After the moulding comes the cornice. Here is where the ordinary ceiling erector falls down, especially when he attempts the mitres. In the first place, the top and bottom line must be kept perfectly straight and true. If using a 12 in. cornice all that is necessary is to run a strip of wood (of the required size) along the wall 12 in. from the ceiling to the bottom of the strip, then commence the cornice from a corner, using an inside mitre. Do not forget to keep the joints lapped away from the strongest light, the same as with the field plates. Where the joints occur it is of assistance to the amateur to use a wood bracket as a backing, in behind the cornice so that the joints can be nailed tightly. After having put the wooden strip on the wall perfectly straight, the bottom of the cornice must come straight and true, and by keeping the centre of the bead on top of the cornice along the chalk line on the ceiling, the cornice must line up perfectly straight.

A CAREFUL STUDY OF HARDWARE

H. J. Hanwell, of the Kingan Hardware Co., Peterboro', who won second prize in the washing machine contest, is an Englishman, having been born in London, thirty-five years ago. His early education was received at the King Edward VI grammar school, Norwich, and at Archbishop Tennison's Grammar School, London.

Mr. Hanwell came to Canada in May 1903, so that he is now a thorough-going Canuck. That he has not lost any of his love for the old land is shown by the fact that he has received permission from his firm, to attend the coronation festivities in June of this year.

Since June 1904, Mr. Hanwell has been with the Kingan Hardware Co., and has been responsible for their fine window displays. He is an omnivorous reader of hardware trade papers and is especially interested in all articles dealing with store improvement. He is quick to adopt any good idea that is described, and always tries to improve upon it as much as possible.

Mr. Hanwell is a firm believer in the use of price tickets for window displays, and he invariably follows out this idea in the windows which he dresses himself. He has taken a course of study in ticket writing, which he finds of great service to him, and he is a strong advocate of regular newspaper advertising.

When on his vacations, Mr. Hanwell always makes it a point to visit as many factories making hardware goods, as he can. By studying the various processes which they undergo, he finds himself better equipped to interest prospective buyers, as he has some practical knowledge with which to back up his selling powers.

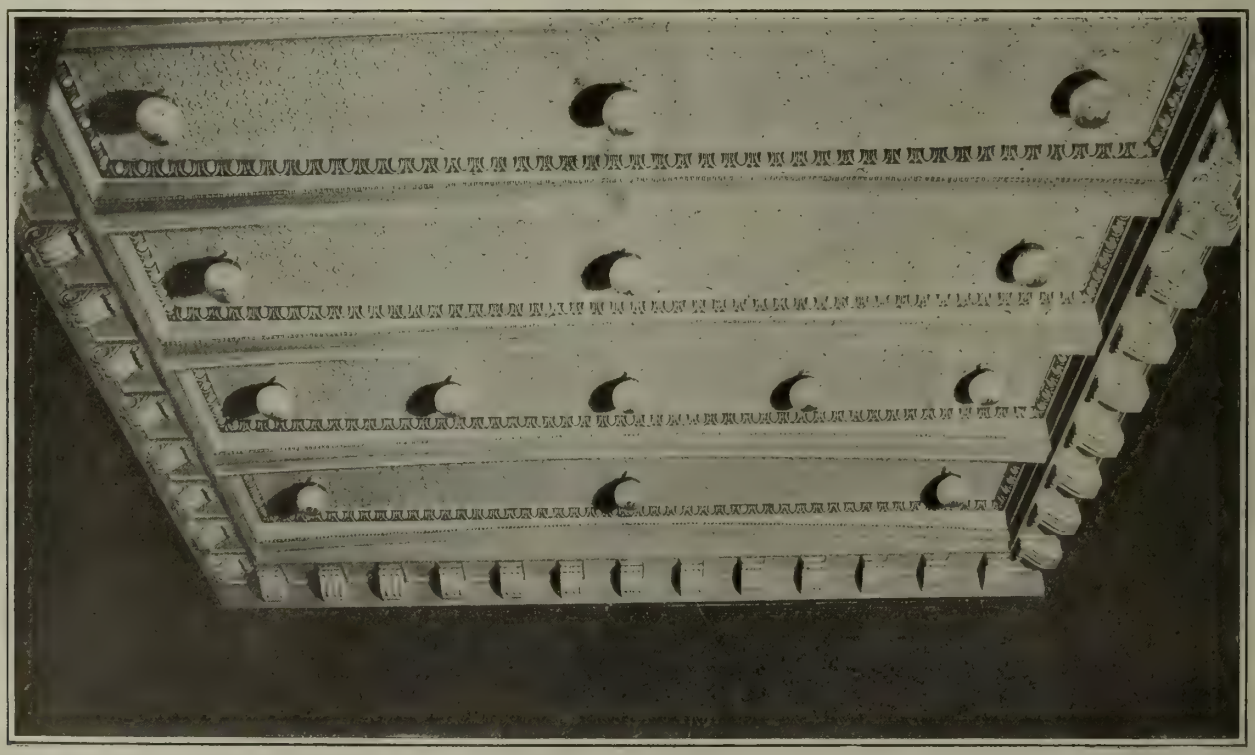
Loyalty looms large in Mr. Hanwell's business creed. His advice to all hardware clerks is: "Study the welfare of your employer, and he will study yours."

HARDWARE SPECIALTY FIRMS CONSOLIDATE.

The Richards-Wilcox Manufacturing Co., is the name under which two large hardware specialty manufacturers at Aurora, Ills., have consolidated. They were formerly known as the Richards Manufacturing Co., and Wilcox Manufacturing Co.

The amalgamated firm is one of the largest of its kind in the world. They manufacture a complete line of door hangers, mounted grindstones and other specialties for the hardware store. They have branches in Boston, New York, Philadelphia, Chicago and St. Louis.

The Richards-Wilcox Manufacturing Co. are represented in Canada, by Alex. Thurber, Montreal, and W. H. Glassco & Co., Winnipeg.



A Steel Ceiling Which Closely Resembles the Finest of Staff Relief Work.

Mail Order Campaign of Large Catalogue House

Strong Appeal Made on Argument of Good Service—Inquiries Invited in Effort to Extend Mailing List—The Clubbing Idea Advanced to Save Freight Charges —Hardwaremen Must Study How to Meet These Arguments.

Hardwaremen who read the Toronto dailies, or the principal farm journals, could not fail to have been impressed with the full page advertisement of the T. Eaton Co., which appeared March 11th. This was, perhaps, the most compelling page in any of the papers in which it appeared, and it is good guessing that nearly every subscriber read at least part of it.

It must be borne in mind that the Eaton Co. maintain an advertising department with facilities which are probably unexcelled by those of any other business concern in Canada. Besides copy writers, they have skilled artists and a complete engraving plant. With keen oversight over all these experts, good advertising is to be expected, as a matter of course, and it is almost invariably good. The dealer who studies the selling arguments advanced in Eaton's catalogues and newspaper advertisements will imbibe some good ideas on how to influence the buying public through the medium of printers' ink.

General Lay-out of Ad.

The advertisement in question was particularly well laid out. The main idea was to advertise the new spring and summer catalogue which had just been issued by the firm. The object was to secure inquiries from those who had not been in the habit of receiving the catalogue previously, thus extending the Eaton mailing list, and enlarging their sphere of influence. In other words, it was a straight mail order advertisemeat, and that is why it should peculiarly interest the hardwareman who finds the competition of catalogue houses becoming stronger in his locality.

As might be expected, a large cut illustrating the new catalogue, is the centre of interest. It is fully described in a panel at the left, and the wording is such that the readers will get a vivid idea of the immensity of the work. It is all very impressive, and the fact that this expensive book is sent out FREE, is strongly emphasized.

At the top of the page is a bird's-eye view of the Eaton stores and factories in Toronto. Readers are asked to especially note the new twelve-story factory building.

Around that part of the ad. which is devoted to a description of the catalogue, is run a chain of illustrations, showing among other articles a bale of binder twine, a washing machine, kitchen range, gasoline engine, cream separator, and sewing machine, all of which are handled by hardwaremen everywhere. One illustration shows a group of large boxes such as would be forwarded by freight, while another shows a bunch of lighter paste board boxes, which would be forwarded by mail. They all bear the Eaton trade mark.

The Advertisement Analyzed.

Across the top of the page is a flaring headline composed of the words: "A Satisfactory Mail Order Service." This sentence is really the keynote of the whole advertisement.

Let us analyze this advertisement, paragraph by paragraph, from a strictly hardware standpoint, and see how the retailer in the smaller towns is going to hold his own against this kind of advertising.

Right in the first paragraph, the arguments advanced are such as really put the catalogue house at a disadvantage, as compared with the local hardware store.

The heading of the first paragraph, in heavy type, is "Quick Delivery, Careful, Courteous, Considerate Service." Under the heading of quick delivery, the statement is made that "In nearly every instance, orders are shipped within 24 hours after receipt of same."

How does this "quick delivery" compare with the service offered by the local hardwareman? Not at all favorably. Take the case of a farmer, who probably makes a trip to town once a week. He decides that he wants a new stove, and, having selected one in the catalogue, he sits down and laboriously writes out his order. On Saturday he drives to town with the letter, and, having purchased stamp and money order, he drops it into the letter box. It reached Toronto probably Monday night, and is delivered to the mail order house Tuesday morning. Allowing the usual "twenty-four hours" to get the stove ready for shipment, it will be given over to the railway Wednesday morning, which means that it will not leave Toronto until Wednesday night at the earliest.

The length of time consumed in transit will depend upon the distance of the farmer's railway station from Toronto. At any rate, it will be a miracle if the rtove has reached its destination by the time the farmer makes his next trip to town, the following Saturday. The chances are, that he will not get possession of it within two weeks of the time he ordered it, and, even then, he will have to load it into his wagon, and when he reaches home, set it up without assistance. If, when he reaches home, he finds some part of the stove missing, he will have to write for it and waste a couple of weeks waiting for this part, before he can use the stove. And please note that the farmer had parted with his money one full month previously. This may be a somewhat extreme case that we have been describing, but it is far from being an impossible one.

If He Had Gone to Hardware Store.

Consider, on the other hand, what would have happened if that farmer had gone to his local hardware dealer to buy the stove.

Arrived at the store, he would have had before him at least as good a line of stoves from which to make his selection—probably a great deal better. An obliging clerk will explain fully every detail of the stove's construction, and show the working of the various dampers, and special features. He will quote a price probably as low as the catalogue house would offer for a stove of similar quality. If the farmer decides to buy, the stove is loaded into his rig for him and an expert sent out to the farm, to set it up. The farmer has no trouble in the transaction, whatever, and does not have to wait for his stove. So far as quick delivery is concerned, the local dealer has the catalogue house beaten a thousand ways.

"Helpful and Trustworthy."

The second paragraph strives to make the point that buying by mail is "helpful." The argument used is that "with our spacious factories giving us of their best, and our unlimited buying resources in this and distant lands, it's really marvellous in the truest sense what grand opportunities present themselves to fare wisely and well."

These heavy words are no doubt intended to hypnotize the reader. But, from the hardware standpoint, the buying facilities of this store do not begin to compare with the highly specialized organizations of the large Canadian hardware jobbers, from whom the local dealer draws his supplies.

Another point made in this paragraph is that the "Eaton Mail Order Way" is trustworthy. Goods are guaranteed to be as represented. But is not the average hardware dealer thoroughly trustworthy? The "satisfaction or your money back" idea simply permeates the retail business to-day, and every hardwareman deserving of patronage stands

behind his goods just as solidly as any catalogue house.

So, as regards the "helpful and trustworthy" phase of the question, it looks as if the hardware dealer is fully able to cope with catalogue house competition.

"So Easy to Buy."

The maio panel in the advertisement is headed "It's So Easy to Buy by Mail From Eaton's," the inference being that buying goods from the catalogue is as easy as going into a store and making a selection. But this argument cannot be substantiated by anybody who makes a fair trial of buying by mail as compared with buying from the local dealer. It is as easy to buy at the hardware store as it is to buy a money order to send the catalogue house, and there is all the labor of searching through the catalogue, examining illustrations that are more or less indistinct and unsatisfactory to the disadvantage of buying by mail.

The Free Delivery Offer.

Lastly, there is the argument of the free delivery made by this company, on purchases of $25 and over. It is stated that this offer covers all goods listed in the catalogue. Of course, the object of the free delivery offer is to encourage large buying. The suggestion is thrown out that, if unable to purchase this quantity individually, customers may band themselves into clubs, making up sufficient among them to come under the $25 offer.

There is much danger to the retail trade in this suggestion, and it should be combatted in every possible way. If anything, the inconvenience of buying by mail is accentuated when a number of people club together in this way. The individuals in the club have to put up with much greater chances of delay, and very considerable inconvenience in distributing the shipment after its arrival. But, on the face of it the idea is bound to appeal to a good many people, unless discouraged in every way by the retail hardwaremen.

It will be noticed that prices are not even mentioned in this advertisement. The whole force of its argument is brought to bear on an effort to have readers send in their names to receive the catalogue.

Window Displays a Valuable Advertising Medium

The Importance of Window Dressing as a Feature of the Conduct of a Successful Retail Business is Rapidly Being Recognized — Essential Qualities of a Good Display—Novel Expedients for Gaining Extra Window Space.

This is an advertising age. Merchants are realizing, as never before, the results that can be obtained from giving publicity to the goods they have to sell. As a natural sequence, they have discovered that, right at the front of their premises, they have a publicity medium, which possesses in the opinion of many more direct effectiveness than any other form of advertising and lends itself with greatest facility to the display of stock —the store window.

The store window is no longer merely regarded as a means of letting light into the interior of the shop. It serves a higher purpose ; it is used as a receptacle for the best and most attractive goods that the store can produce and thereby becomes a "silent salesman" on a big scale. It is rapidly becoming more than that and occupying practically the same relation to the store and the business as the face bears to the human being. People are judged by their faces. An open countenance is deemed evidence of a bright and intelligent mind; the dull and repellant countenance is considered to reflect a like condition within and the possessor is generally shunned on that account. It is getting to be largely the same with the store window. A bright, attractive or original window is accepted as a guarantee that like conditions prevail within the store and people feel a natural impulse and a desire to deal there. A slipshod, poorly arranged and commonplace window is likewise felt to reflect the style of store and the methods of the proprietor ; and people pass by without paying the tribute of a second glance, unless, indeed, to take a more complete inventory of the shortcomings and faults so publicly displayed.

A great deal of the truth of this has been brought home to hardwaremen of late years and there has been a marked improvement in the style and upkeep of the windows. Stores where once the windows were mere receptacles for dust and a heterogenous heap of articles; distinguished, or extinguished, by small and dirty panes ; obscured from view by a rampart of nail kegs, step-ladders and pails, erected on the outside for the ostensible purpose of keeping people from seeing what was in the windows ; we now see large window spaces, with plate glass, solid background and the appliances necessary for effective display. The store front is always an advertisement ; either a bad one or a good one It is gratifying to note the tendency in the hardware trade to convert all store fronts into good advertisements.

Points to be Considered.

Window dressing is an art. Each display must tell a story without words. It must attract the passerby, interest him in the goods shown and impress on him the value of each article. The field is limitless in scope and the competition extremely keen. Consequently it is difficult to avoid hackneyed styles ; originality is becoming the quality to be striven after. At the same time, to be truly effective, a window display must have in addition to some unique feature direct selling power.

The points to be borne in mind then, in dressing a store window can be summarized as follows :

1. Make the display attractive and pleasing to the eye.
2. Originate some feature out of the ordinary, which will arrest attention.
3. Give the display real selling power.

The first essential is the easiest to obtain. The display of a little artistic discernment will enable the window dresser to conceive, and carry out, an arrangement which will please the eye ; it is not necessary, then, to dwell on this phase of the question.

Strive for Originality.

Real originality is the hardest quality of all to achieve. It requires a considerable fund of resource and ingenuity and a lively appreciation of the selling points of the goods shown, to evolve a display, which could be classed as "distinctly new."

Mechanical devices are much in vogue at present. Anything that moves is bound to attract the attention of passersby. People will linger to watch a water-wheel turning, or a chain running on a pulley, or some equally simple mechanical movement.

Very effective displays of this nature have been originated and constructed in Canadian retail stores. Readers of Hardware and Metal will remember the illustration which appeared in an issue at the first of the year, of a roller coaster designed by Frank Jordan, clerk with A. H. Gingerich, Woodstock, Ontario. It was a faithful reproduction in miniature of the "scenic railway" to be found at every big summer resort, where people are whirled in cars up and down the steepest of grades and around the sharpest of curves. The motion of the

little car, which was propelled part of the way by an electric battery and part by force of gravitation was watched by curious eyes at all times of the day. A large increase in sales during the Christmas season was imputed to this unusually effective window advertisement.

A more recent display of equal ingenuity was shown in the window of Aikenheads, Ltd., Toronto. The figures of two women were shown moving back and forth through two doors, standing side by side. One door lacked a check and would slam back and forth after the figure had passed through. The other door was equipped with a double-acting check and consequently closed to, gently and easily. The display presented in the most graphic manner possible the advantages of a proper check and could therefore be classed as an effective window dressing.

Originality can be achieved in the simplest of details, in the arrangement of the goods, or in the underlying idea of the display. There is no limit to the field of the seeker after originality and to win success in this respect is to go a long way toward becoming a very successful window dresser.

Windows Should Sell Goods.

The primary object of a window display is, of course, to help sell goods. Attractiveness and originality are valuable only through the bearing they have on this all important phase. A merchant would not care to go to the trouble of arranging displays, which would please and perhaps amuse the passing throng, if he were not sure he would reap some tangible returns therefrom. The one great point to consider, then, is to give each window display a distinct salesmaking value.

This can best be done by forcibly showing the value of certain articles. To illustrate the point. A suggestion for a paint window is shown in the accompanying sketch. Selling power is lent to this display by force of contrast. The striking difference between the two sides of a miniature house, the one side bright and resplendent with a fresh coat of paint, the other weather-beaten and delapidated through a lack of it, would at once carry home to the passerby the fact that his house could be vastly improved by the application of paint.

Carry the same theory into practice in designing any style of window and satisfactory results should follow.

The Seasonable Display.

It is true that windows will frequently possess a certain degree of selling power, even when they lack any real attractiveness and show not the slightest vestige of originality. This is an outcome of the fact that at certain stages of the year, certain goods need only to be shown to have selling power. In spring, such goods as garden supplies and paints are sufficiently seasonable to attract sales purely by reason of their being placed where they can readily be seen; in autumn it is stoves and in December it is Christmas goods which possess this very desirable quality. Of course, the more attractive and original the display, the greater the selling power.

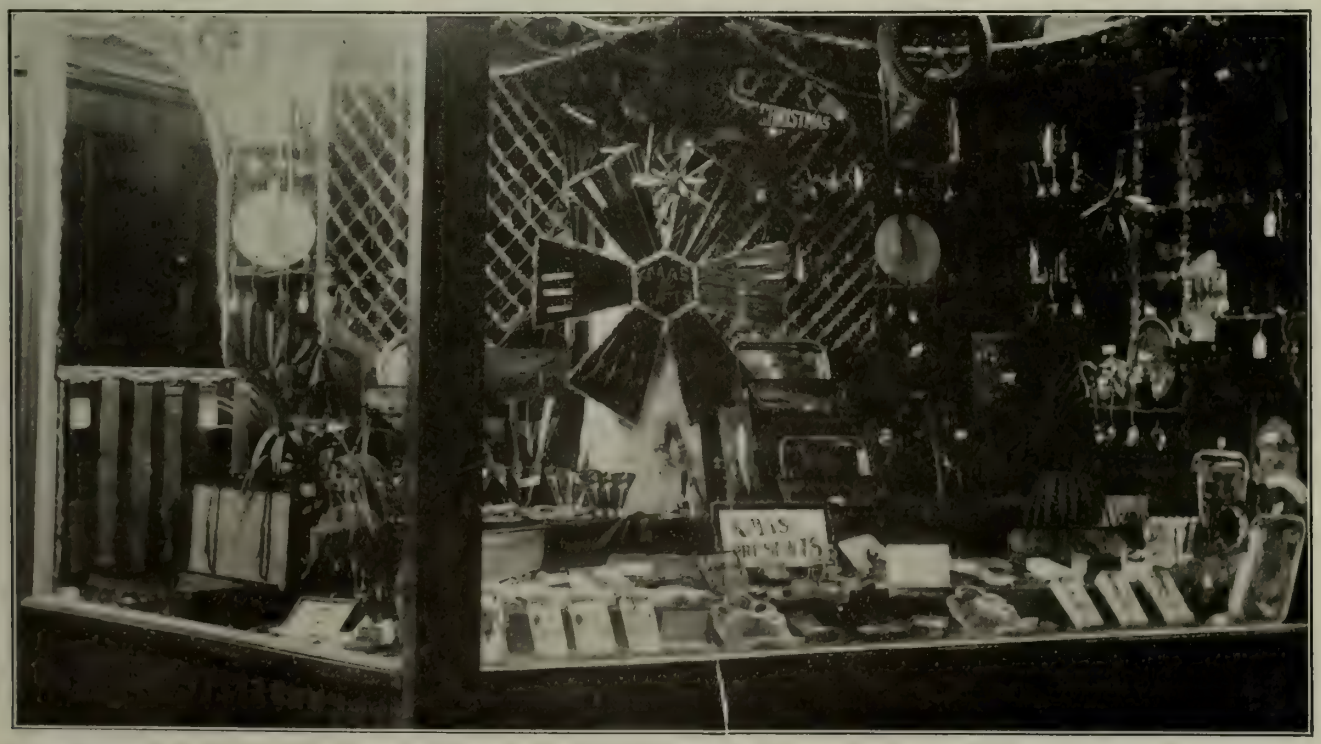
A Commendable Display.

A picture is reproduced of a Christmas window shown in December in the store of G. A. Binns, Newmarket, Ontario. This window possessed a rare degree of merit in so much as it followed out, to some extent, each of the ideas outlined above. It was artistically arranged, the garland fretwork at the back and sides, the presence of palms at intervals throughout the whole space and the generally neat lay out, presenting an appearance at once striking and attractive. The automatic windmill in the centre, although not exactly original, was at least calculated to arrest attention. The display possessed selling power, not only for these reasons, but owing also to the variety of seasonable goods displayed and price marked. Unfortunately, the photo received was not large enough to allow a fitting conception of the real merits of the window.

Some Novel Expedients.

The importance of the shop window is so fully realized nowadays that many expedients are resorted to for the purpose of obtaining more front space.

Maxwell & Johnson, stove dealers and plumbers, 353 Queen Street West, Toronto, utilize the space above the entrance to their store for the display of a gas range. The idea is a commendable one, in many respects. The extra window thus provided is conpicuous on account of its unusual position. The space anyway is wasted if not employed in this manner. Maxwell & Johnson improve matters further by having it lighted up at night. The same method is adopted by J. L. Vokes & Sons, 68 King Street West, Toronto, and by the Gurney Oxford Stove and Furnace Co., 740 Yonge Street. In both of these

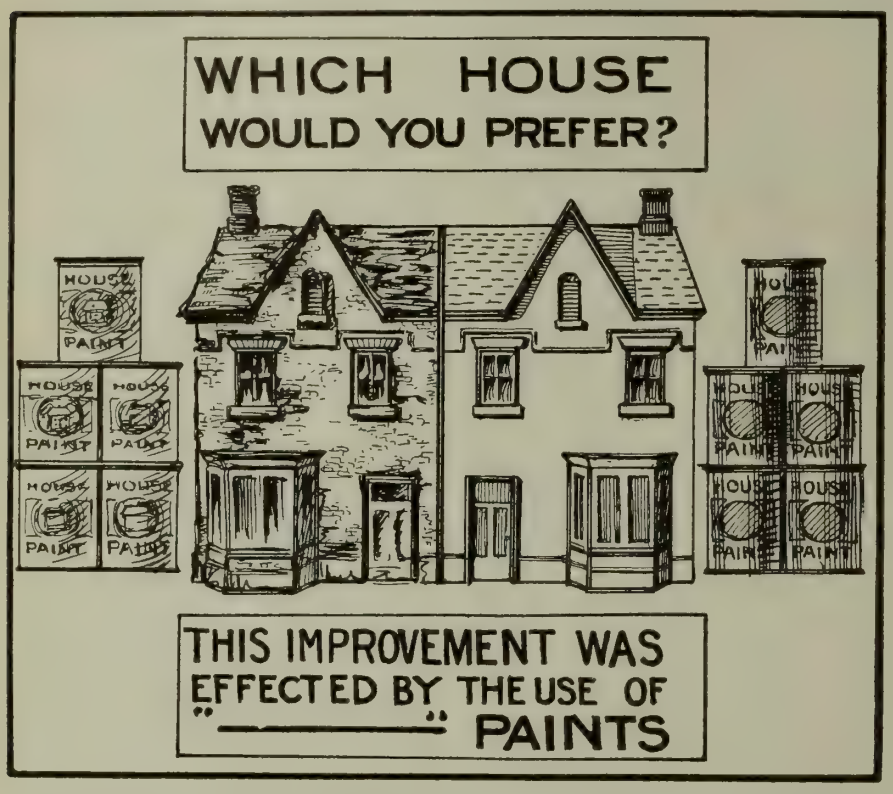


A Window Display in the Store of G. A. Binns, Newmarket, which Combines a Wide Range of Commendable Features.

cases, however, the upper display is carried across the whole store front.

Uses Lower Space.

A. A. Moses, dealer in stoves, 492 Yonge Street, Toronto, adopts a plan directly opposite. He uses the space below his store window for display purposes. In the lower portion graniteware and small articles are shown, the effectiveness of the display being added to by mirrors placed at the back.



Suggested lay out for a paint window—Place the double house on a raised platform in the centre of the window with the signs above and beneath—Place cans of paint and brushes at the sides and rear.

CANADA'S MINERAL OUTPUT.

Ottawa.—All previous records in the output of Canada's mines were broken in 1910, according to the report of the mines branch of the Geological survey issued yesterday, which shows the value of the output to be $105,040,958, an increase of more than $13,000,000 over 1909, classified as follows:

Gold	$10,224,910
Copper	7,209,517
Pig iron	11,245,630
Nickel	11,181,310
Silver	17,106,604
Asbestos	2,476,558
Coal	29,811,750
Natural gas	1,312,614
Cement	6,414,315
Clay products, lime	1,131,497
Stone	3,449,772

During the year there was an increased production in every province, except New Brunswick, which showed a falling off of less than $100,000. Nova Scotia increased from $12,504,810 to $14,050,534, Quebec from $7,086,265 to $3,193,275, Ontario from $37,374,577 to $43,017,062, Manitoba from $1,193,377 to $1,470,776.

WHOLESALERS TO ENLARGE.

Cranbrook, B.C.—It is understood that McBride & McCallum are planning to enlarge their hardware wholesale business. Mr. McBride intimates that it is their intention to devote more attention hereafter to the wholesale trade. Arrangements that he had had under way for some time, with this end in view, were now about completed. The staff has been entirely re-organized and large orders have been placed.

INDUSTRIES SECURED.

Medicine Hat.—The present year will see a number of additions to the industrial strength of Medicine Hat. The linseed mill and flax fibre factory will be capitalized at $250,000, and a plant will be constructed to cost $75,000.

It is now reported that a wire nail factory, capitalized at $100,000, will locate here. A glass factory, an artificial stone and marble works and a foundry and machine shop will also be established. The new industries will mean giving employment to about 400 men.

A fire broke out in Beaches' hardware store, Cupar, Sask., on Saturday, which gained to such proportions that it threatened to destroy the whole west side of the town. The damage done is estimated at $50,000. Beaches' hardware store, the Beaver Lumber Company's store, the post office, Pechet and Baratz's stores, and the general store of Hasting & McLaughlin were totally destroyed. This is the second serious conflagration that Cupar has witnessed in a very short space of time.

OPINION OF A VETERAN HARDWAREMAN.

Editor Hardware and Metal:

Sir:

Although on the retired list, and without having any mandate from the hardware trade interested, to express their views, nevertheless by reason of the fact that I have during my commercial life (entered upon May, 1861, as an employe of Messrs. James Walker & Co., Montreal) always been connected with this business in several ways:—retail, wholesale, importing agencies and manufacturing. Thus at date reaching nearly a half century of contact with the hardware trade, I continue to take a personal interest in anything relating to same, and for this reason alone, may be pardoned in thus intruding, through the columns of Hardware and Metal, my views on the subject of a proposed amalgamation of some wholesale firms, which was referred to in recent articles.

In entering upon a discussion in your columns of this subject, it is desirable at the outset, to endeavor to formulate the salient points upon which agreement may reasonably be assumed to exist between the parties interested:—

These briefly may be arranged thus:

(1) Co-operation is to be preferred to competition.

(2) Economies can be effected, by:

(a) Increased efficiency in purchasing.

(b) Reduction in cost of distribution.

(c) Concentration of stocks and warehouses.

(d) Reduction of employes.

(e) More facilities and efficiency in the granting of credit and collection of accounts.

(f) Increased financial and banking advantages.

The above represent only specimens, to which other advantages might be added. These alone should, under a conservative merger of several leading firms, selected from the Atlantic to the Pacific, result in a better guarantee of stability of profits.

A merger was consummated several years ago, as you are aware, embracing at date fourteen firms engaged in the wholesale drug and chemical trade, from coast to coast, now trading under the name and style of the "National Drug and Chemical Company of Canada."

The experience of this amalgamation is therefore available for the wholesale hardware trade in estimating probable results and benefits (or otherwise) in any discussion of the subject.

I hope to see such an amalgamation under the title say of "The Hardware and Metal Company of Canada."

Yours respectfully,

Montreal, March 7, 1911. Wm. Smaill.

Changing From Credit to Cash System

Cleland Bros., Meaford, Would not go Back to Credit Business—Doing as Much Business With Less Worry and Less Expense—Other Canadian Merchants Making Experiment and Pleased with the Result—Tactful Handling of Customers During Transition, Is Necessary.

One of the biggest questions of the day, affecting the hardware trade, is that of doing business on a strictly cash basis. The new forms of competition which have arisen in recent years—notably the catalogue houses and 5, 10 and 15 cent stores—have more than ever before impressed the advisability and even the necessity of getting away from long-time credits.

These catalogue houses and racket stores do not sell a cent's worth of goods on credit. Thus, they are not only saved the expense of carrying large amounts on their books, but, the bulk of their assets consisting mostly of cash on hand instead of book debts, they are in a better position to take advantage of many buying opportunities which present themselves.

More than that, selling for cash means that smaller percentages of profit will actually yield better returns in the end than if long credits were given on nominally bigger profits. That is why the catalogue house prices sometimes look lower than those of the local hardware store.

And so, there is scarcely a hardwareman in the country who would not like to do his business on a cash basis, but there are many who think, either that it is impossible to do a straight cash business, or that, while it may be all right in some cases, it couldn't be done in their town. Dealers who hold either of these opinions, will be interested in the experiences of Canadian hardwaremen who have tried out the cash system successfully.

Cleland Bros., Meaford, Satisfied.

Not long ago, Hardware and Metal called on Cleland Bros. at Meaford, Ont., and found one of the most complete and modern hardware establishments outside of the large cities. The window displays were striking and effective, the store itself was well laid out with goods attractively shown in shelf-cabinets and silent salesmen of the most approved type. The warerooms were extensive and were very neatly kept, while a well equipped tinshop in which the workmen were making some sap pails, wash boilers and other goods of which the firm make a specialty.

It was therefore no surprise to learn that Cleland Bros. had adopted the Cash System of doing business, among their other modern ideas.

"How has it worked out?" asked Hardware and Metal.

"We are so well pleased with it," replied Mr. Cleland, "that we would rather go out of business than return to the credit way."

Book Debts Were Heavy.

"In making up our statement at the beginning of 1910," continued Mr. Cleland, "we found that we were carrying no less than $18,000 on our books, and this sum probably represents the average total of our book debts at all times. With money at 6%, this meant that the credit system was adding $1,080 per year in bank charges, to our cost of doing business."

"It also necessitated an elaborate bookkeeping system, the frequent sending out of accounts and, very often, personal calls upon delinquent debtors, before the money was forthcoming. Try as we might, we were bound to lose considerable on bad debts, as well, so that the credit system figured up as a very expensive proposition."

"More than that, the worry of doing business under the credit system, was tremendous. We carry a large stock of goods, so that we are constantly having to meet heavy drafts. With $18,000 on our books, we sometimes found this a difficult matter, and we had to either get out hard after collections, or seek credit at the bank. Generally, we chose the latter course, and we became genuine 'high financiers.'"

Credit System Meant Excessive Worry.

"To sum things up, the credit system meant, to us, tying up too much capital in our business, the waste of too much time in bookkeeping and collecting, too much expense, and too much worry."

"The worry was especially trying, and finally, we decided that, rather than continue carrying long credits, we would go out of business. We determined to give the cash system a thorough trial and fixed upon May 1st as the date on which the new regime would be ushered in."

Circular Letter Issued.

"Then we issued a circular letter to all our customers, explaining our reasons for adopting the cash system and the advantages which it would confer upon them as well as upon ourselves. This circular read as follows:

To Our Many Customers and Friends

We have decided to make a change in our methods of doing business, and to adopt, on May 1st, the Cash and Short Date Credit system.

We are making this change after careful and deliberate consideration, and are satisfied it will result beneficially both to our customers and ourselves.

Competition by Departmental Stores and Catalogue Houses, who do business for straight cash has increased to such an extent in recent years that it has become impossible for the hardware men in the smaller towns to compete with them and give long credits.

Under present conditions the customer who pays cash or pays his bills promptly has to make up for all those who are slow pay and those who never pay.

We have been greatly encouraged by a large number of our customers who have assured us of their co-operation, support and preference to do business on this modern system.

It will be our aim to give our customers the best quality, best service and best prices possible, and we hope to receive the same kind consideration from the public as has been extended to this store since its establishment forty-nine years ago.

Yours truly,

CLELAND BROS.

Meaford, April, 1910.

"Naturally, we were very anxious to see how the scheme worked out, and we fully expected to lose some of our customers. However, we estimated that, even if we did lose in the gross turnover of our business, we would be the gainers in the end, on account of the reduced expenses. So we put the plan into effect promptly on May 1st, and awaited developments."

Didn't Lose a Customer.

"At first, some of our customers couldn't believe that we were in earnest about changing from credit to cash. They had dealt with us for so many years, and always paid their accounts, that they felt somewhat grieved at our asking them for cash payment. To all of these we explained courteously and tactfully, why we had felt impelled to make the change. We showed them how

they, themselves, would benefit by paying for everything as they went along."

"As a result of this manner of meeting of objections, we didn't lose a single customer. Some few left us for a short time, but, after thinking the proposition over, they evidently decided that the cash system suited them better than credit, for they have all come back.

Year's Turnover Practically Same.

"When we made up our figures at the end of the year, we were agreeably surprised to find that, with the cash system in operation for eight months, out total business for the year, was only $25 less than for 1909. This showing was much better than we had expected, and we are naturally delighted with the result of our experiment in retailing hardware for cash. It has put new life into our business."

Store Had Long Established Trade.

Some dealers say that it would be impracticable for them to introduce the cash system in their stores, because they have been established so long in business, and have always sold goods on credit. It would be all right for a new store to adopt the cash system, but it wouldn't do, in their case.

The case of Cleland Bros. disproves this contention. Their store had been doing a credit business for forty-nine years, and yet they experienced but little difficulty in making the change from credit to cash, and did not lose one of their customers.

Cleland Bros. do a considerable business with the factories in Meaford, and this branch of their business is still conducted on a thirty-day basis, this being considered more convenient both to dealer and factories, than the payment of cash with each purchase. There is also an occasional customer who, perhaps has neglected to bring his wallet, or decides to purchase something which he had not intended to. In such a case, if the customer is perfectly good, and states that he will pay, the next time he is down town, or promises some other satisfactory arrangement, he is allowed to take the goods, and a memorandum of the sale is placed on a special file in the office. The transaction is not entered in a book, and the file is kept as nearly bare as possible. At any rate, these bills are never allowed to accumulate, and, if payment is delayed more than a few days, the customer is tactfully reminded of the fact. This file is the sole survival of the old-time charge books, monthly statements, and collection system.

History of a Western Hardware Store

Showing How the Hardwareman is Always the Pioneer—Story of J. C. Neff's Success at Outlook, Sask.—Beating Out the Railway, He Was on Hand to Sell the Earliest Settlers.

The birth and growth of a typical Western town in the choice wheat-growing belt, are things that fairly amaze those who live in more settled parts of our country. Accustomed as they are, to the gradual evolution, through years of struggle, of a village from a hamlet, and a town from a village, they marvel at the stories of full-fledged towns springing up in a few weeks' time.

But Western push and Western optimism can brook no delay in their chase after Western dollars and many are the towns whose history of growth would read like a fairy tale.

Such a town is Outlook, Sask. Scarcely more than two years ago, its site was a wheat field. Now, it is a full grown town of 1,000, and it has attained such importance that, in the book of "Opportunities in Western Canada" issued by the C.P.R. there are thirteen stations mentioned, whose only title to fame appears to be, that they are so many miles from Outlook.

Oulook has four grain elevators, which in 1910 (less than two years after the town had been surveyed), handled 460,000 bushels. The country round about is fertile and well settled, and trade is drawn into Outlook from many miles on all sides. The territory will be extended shortly, when the new C.P.R. bridge across the Saskatchewan is opened for traffic.

The First Hardware Store.

But that isn't exactly what we started out to say. This article is supposed to be the history of a hardware store, and not of the town of Outlook. The only reason we have said so much about the town, is that there is a real hustler in the hardware business at Outlook, and his name is J. C. Neff.

Early in August 1908, Mr. Neff reached the wheatfield where now stands the town of Outlook. It was his intention to open a hardware store in the town, but, as none of the town lots had yet been put up for sale, he employed his time drawing lumber from the town of Hanley, Sask., which is situated on the Canadian Northern about thirty-five miles distant.

At eleven o'clock on the morning of August 26th, 1908, the sale of town lots commenced. The auctioneer did his talking from a buggy in the middle of a field of stocked wheat, and Mr. Neff was among the first to corral a lot. At three o'clock that afternoon the ring of hammers was heard on Mr. Neff's lot, and very soon, a small temporary store 12 x 16 feet, built at the rear of the lot, was ready to receive its stock.

Stock Hauled Thirty-five Miles.

The C.P.R. had not as yet laid rails into Outlook, so it was necessary to haul the stock from Hanley, just as had been done with the lumber. Of course, the requirements of the populace at that time, were somewhat primitive. The main thing was to do something—to put up some kind of a shack, and to do it quickly. It should therefore occasion no surprise that Mr. Neff's first importation consisted only of nails and building paper. But how he managed to get it there by August the 29th, only three days after he had bought the lot—after hauling it thirty-five miles, is a marvel. It is a fact, however, and, when Mr. Neff commenced filling up his till in exchange for building paper and wire nails, he had opened Outlook's first place of business.

Three Weeks to Outgrow the Store.

There was such a rush of business, that Neff's 12 x 16 edifice began to look like a Toronto street car at six o'clock. But, while he was passing out paper and nails, his carpenters were putting up a larger building 24 x 66 feet, to be used as the main store. Meantime, he had ordered a carload of general hardware to be delivered at Hanley and, when the new store was nearing completion, he commenced hauling the new carload of goods over that thirty-five miles of lonely prairie.

Exactly three weeks from the date of the auction sale, the name of J. C. Neff was painted across the front of the most imposing building in Outlook. The little temporary store was stripped of its counters and shelving, and reduced to the humbler station of a warehouse. Outlook had a real hardware store.

Neff the Hardwareman.

It was a proud day for Mr. Neff, when he opened this commodious new building and offered to his patrons a fine $2,500 stock of general hardware, carefully selected for the needs of a pioneer Western town.

And needless to say, his customers appreciated his aggressive methods, and the splendid service he was giving them. They bought his hardware, and bought it fast. He was forced to keep on buying in large quantities, in order to keep up his stock. By the time the C.P.R. had their rails laid into the town and were bringing in freight, they found that J. C. Neff was one of their biggest customers on the branch.

His Stock Quadrupled.

As Outlook grew in size, the requirements of its populace became more varied. Your Outlook man of to-day, would scoff at a hardware store which offered its customers a choice between wire nails and building paper. The tastes of the townspeople now demand a metropolitan selection, and Mr. Neff, only two years after opening his little 12 x 16 shack, found himself carrying a stock of $10,000.

Outlook and district are growing rapidly and, although there are now four hardware stocks in the town, Mr. Neff is preparing to double the capacity of his store, in order to accommodate his increasing business. The interior of his present store is shown in the accompanying illustration, and Mr. Neff himself, may be seen standing at the back of the counter.

Just in passing it may interest our readers to know that it was Mr. Neff's store which first suggested to us, the theme of our attractive cover.

Considering the newness of the town, this store is very complete.The stock carried is both large and varied. Prominent in the foreground is a Stewart horse clipper, while packages of Universal food choppers are plainly visible on the counter. Oak heaters, which are so popular in the West, are shown in a variety of sizes, and a good stock of kitchen ranges is also kept. An interesting feature is the rack which holds various sizes of kettle lids. This is a simple contrivance which succeeds in displaying these articles in very convenient form. The neat metal ceiling sets off the store nicely.

BOOMING HOCKEY IN SOUTH AFRICA.

Canadian manufacturers of skates and hockey supplies are hoping to develop a market for their products in South Africa. A species of hockey is already played in that colony, on roller skates, but the real Canadian article is likely to be introduced as a result of the erection of an artificial ice rink which is now nearing completion in Johannesburg.

This rink will be an ornament to the city from an architectural standpoint, and the ice-making plant will be of the most modern type, so as to insure an even surface of ice, in the least possible time. The galleries which surround the rink will accommodate over 3,000 people.

A STRANGE COMBINATION.

There is little in common between the merchandising of hardware and the practice of dentistry. There is, however, in the possession of the new Dental Hospital in Leicester Square, London, a wooden trade-sign which was found at the back of a panel in an old oak room at Ottery St. Mary some years ago. It bears this legend:

"Thomas Smith, glazier, let blood and draw teeth at 3d. Tea Kittels and Potts, Buckets and Lantrens, cups To Be Handeld heare."



Hardware Store of J. C. Neff, the First Man to Open a Store in Outlook, Sask. Mr. Neff is Standing Behind the Counter.

How One Firm Sell Stoves and Get Tinning Contracts

W. H. Turnbull, of Brantford, Carries on a Thorough Canvassing Policy and a Follow-up System Which Bring Splendid Results—Brant County is Covered Thoroughly—How an Efficient Tinshop Aids in the Sale of Stoves.

A system of outside canvassing for stove sales is followed by W. H. Turnbull, of Brantford, which possesses some original and valuable features. It grew out of a pay-on-installment system, followed by this firm, and has helped to develop their stove trade very materially.

To start at the beginning, it would be just as well to tell something of the workings of the credit system followed by W. H. Turnbull. Brantford is essentially a factory town and consequently there are a great many families there to whom the installment plan appeals; people who can not pay the amount in full, but who need stoves and are willing to settle in more or less small payments. Mr. Turnbull caters to this class by offering stoves at a certain amount down and so much per week. The amount of the initial and subsequent payments is governed by the cost of the stove; it rarely exceeds $6 down and $3 a week. A lien is executed in every sale, to cover cases where the payments are not met.

Purchasers of stoves on this basis are expected to settle at the end of each week. When they fail to do so, prompt steps are taken to collect, Monday being set aside as "settling up day." Each Monday, a member of the firm starts out to look up the delinquents; the whole day, in fact, is given up to to outside work—collecting, prospecting and following up prospects. It will readily be seen how an outside canvassing policy developed out of the custom of setting each Monday aside for collections. At first, the one who did the collecting found that on his rounds be often picked up chances for new sales. The opportunity thus presented for creating new business was recognized and has since been taken advantage of more thoroughly.

Mr. Turnbull is assisted in his business by three sons, William, John and Charles. The first two are practical tinsmiths and the latter is in charge of the store. In conversation with the writer, Charles Turnbull told something of the methods they pursued in "getting after" new trade and voiced the opinion that outside salesmanship was necessary in the upbuilding of a successful business.

A Follow-up System.

A follow-up system is followed which has brought good results. When it is found that a certain man is thinking of buying a stove, or is likely to need one in the near future, a personal call is made, either at once or shortly before the time when it is known he will require something in that line. If a sale is not made, the name is still kept on the prospect book. Letters are written to him at certain intervals or more calls are made. He is kept constantly in view and is never taken off the list until he buys a stove—either from them or some one else—or until he moves away. "Never say die" is the motto followed. The most difficult of prospective purchasers can be brought to the buying point eventually by means of this very thorough system.

The Country is Canvassed.

The canvassing system adopted for the country trade is even more thorough. The primary object here is to get tinsmithing and furnace contracts. Mr. Turnbull is himself an efficient tinsmith and he has worked up a splendid connection throughout the country. Not content to rest on his oars, however, Mr. Turnbull is always on the lookout for new work. He often drives out into the nearby districts and finds what prospects there are for business in the tinning and heating lines. His men are instructed to do what they can along the same line. When they go out to do some work, they endeavor to get the news of the district and find out who is going to build. In carrying out one contract, they generally manage to get wind of at least one more.

The same policy is observed in the store. When customers of long standing drop in, they can be depended upon to linger awhile for conversation after transacting their business. If they have heard that a farmer near Burford is going to build a new barn in the fall, or that a neighbor of theirs is thinking of putting in a furnace, they freely vouchsafe the information. Note is made of the matter and the "tip" is promptly following up. If a new barn is in question, a letter is dropped to the sheet metal manufacturer, whose line the store handles, asking that literature be sent to the man. The assistance of the manufacturer is thus enlisted to pave the way for a direct bid for the business.

The follow-up system is brought to bear on this end of the business as well.

Established a Branch.

To keep more in touch with the farm trade, a branch store was established something over a year ago at Scotland, a village about 20 miles from Brantford. Not only did a splendid retail trade result, but it was found possible to considerably widen the scope of the tinsmithing end of the business. A great many more contracts were secured than had ever been carried out in the past. The present manager of the branch store is J. W. Bauslaugh, who has been in charge for the past nine months.

A certain manufacturer recently paid this tribute to the efficiency of the methods of this firm: "W. H. Turnbull covers Brant County from boundary to boundary. It is very rare indeed that any business gets away before he hears of it and makes a bid."

Tinshop and the Stove Trade.

The information given above, contains more than one moral. One lesson to be derived is that the proper exploitation of the tinshop end of the business, brings results in all other departments of the hardware store. It wins new customers and, in particular, enables the dealer to do more business in stoves.

The tinsmith necessarily gets in touch with the public. His work takes him to a different place every day. He gets to know the people and, if he endeavors to do so, can readily secure information of the most valuable kind for the stove salesman.

The tinshop proves a valuable auxiliary to the stove dealer in other ways. It enables him to keep his customers. If a stove is sold which does not work well, the dealer is supposed to remedy the defect and ensure better satisfaction in future. If he is not a practical man and has no one one his staff who knows anything more about stoves than just how to sell them, he is compelled to send to the manufacturer for assistance. The manufacturer will often send a man up but some delay is bound to ensue and the result is a disgruntled customer.

"I know of one hardwareman who has called on us in this way half a dozen times recently," said the salesmanager of a stove company, to the writer the other day. "He hasn't any men on his staff who know enough about stoves to keep themselves warm—or rather to keep the house warm. They instal the stove wrong—put two pipes into the same chimney, or leave a hole open in the chimney, below where the stove pipe enters. The stove doesn't work well and we have to send up a man to see what is wrong."

It is not improbable that a new agent for that make of stove will be sought in that district before long. In the meantime, the conclusion can be drawn that, to give satisfaction and ensure future sales, it is necessary to have practical men to look after the installation in the first place and attend to complaints afterwards. In this respect, the tinshop is a valuable auxiliary to the stove department.

Doubling Capacity of Their Stove Store

A. Welch & Son, Toronto, are Taking in Adjourning Premises and Will Use the Space for the Display of Stove Lines—Basement to be Used for Second-hand Goods—Large Window Planned for Front of Store.

A stove business which is developing very rapidly is that of Albert Welch & Son, Queen street west, Toronto. For some time back the retail store has been much too small for the business transacted and the stock carried, and arrangements are now being carried out to take in the store adjoining and throw it into one large store. When this change is effected, the result will be one of the best stove stores in the country, both in point of size and general arrangement.

Last summer Welch & Son acquired a large block of property in that section, so that they now own all the stores which lie between their establishment and Soho street and right back to Bulwer street.

The present store, although comparatively speaking a large one, gives no idea of the wide scope of the business carried on by this firm. Behind the store is a large L shaped factory and warehouse, where no fewer than forty men are employed. Welch & Son do tinsmithing, furnace work, plumbing and repairing of second-hand stoves. In addition they manufacture furnace grates.

Large Floor Space.

The store next, which was formerly occupied by the Bowles syndicate, is now being taken in. The wall between will be removed, and it is expected that it will be possible to throw open the enlarged store to the public by April 1.

In the new establishment there will be a floor space of 45 feet by 120. This will be used entirely for the display of the best grades of stoves carried. It is intended to use this liberal space to display adequately each stove on the floor. Each stove will stand by itself, so that it will be possible for customers to view it from every angle and to inspect it thoroughly and without difficulty. Seats will be placed around, so that customers will be able to watch the demonstration of any particular stove quite comfortably.



ALBERT WELCH.

A Large Window.

The store front will consist of one large window with a door 5 foot wide at each side. This will make the window 35 feet wide, and it will rank second to none as an advertising medium. In so large a space, it will be possible to arrange unusually effective stove displays. Welch & Son consider that one large window is bound to attract more attention than two smaller ones.

The basement is being fitted up as a showroom and will be ready by the first of the month also. The space here will be 50 by 40 feet. It will be used for the display of second-hand stoves entirely. The firm carry a large stock of second-hand goods.

Sell All Year Around.

Welch & Son follow a progressive advertising policy and in consequence do a more or less thriving business all the year around. At the present time, they average quite a few sales a day and have been doing so since the time that winter set in. They will continue doing so right along through the spring and summer months.



A View of the Present Store of A. Welch & Son, Taken from the Rear—The Floor Space will be Doubled After April 1.

A. R. Fraser, hardware merchant, Weyburn, Sask., was on a business trip to Winnipeg last week.

A. LaFay has severed his connections with the Pease-Waldon Co., Winnipeg, and has become manager of the Heating Department of the Saskatoon Hardware Co.

Geo. T. Berry, formerly of Wm. Berry & Son, Pincher Creek, has bought out the hardware stock of the Strathmore Trading Co., Strathmore, Alta.

Some Methods Adopted by Progressive Stove Dealers

The Power of the Ad. in Effecting Sales—Window Displays are a Great Help —Some First Class Specimens—Originality is a Prime Essential in Selling Stoves—The Recent Development of the Gas Stove Industry.

Some time ago a stove dealer, who had not been entirely satisfied with his results, went to the salesmanager of the company, whose stoves he sold, and asked for advice. The latter questioned him closely as to the methods he had been pursuing.

"Do you advertise?" was the first question he asked.

"A little," replied the dealer, "at seasonable times."

"What do you consider 'seasonable times'?"

"Why, the fall months."

"Do you get up window display?"

"Yes, we have done that too sometimes. We had a stove window last fall, I think."

The salesmanager there and then read him a lesson on the futility of expecting stove sales without doing anything to "make" them. Stoves are sold—so ran the terse lecture, that he delivered—by publicity. People do not make up their minds to buy stoves right at once. They have to be educated up to it. If the value of a good stove is not proven to certain people, they will be quite content to worry along with the old one or to purchase a cheap and less worthy grade; perhaps, even, they will commit the unpardonable folly of ordering one by mail. In none of these contingencies are the people themselves to blame. The onus is on the stove dealer who had neglected their education in that respect.

To educate the public (continued the salesmanager) it is necessary to carry a good stock, to know that stock thoroughly and to advertise it well. It is not necessary to follow what he said along each of these lines; every dealer has probably heard the same line of talk often before. Some have hearkened to it; others have not. It is not a difficult matter to pick out the dealers who have followed sage precepts anent the handling of a stove stock and the wiseacres who have not; the prosperity of a store, or the lack of it, is the surest test. The dealer in question took the advice given him to heart, followed it out and found that his results after that were far more satisfactory.

The Value of Advertising.

To be effective, advertising has to possess a certain degree of merit. Any old thing in the way of an ad. will not go nowadays. Through the medium of newspapers and magazines, people are brought in contact every day with real, aggressive advertising and they are well able to discriminate between the good and poor kinds. A clumsily constructed and weakly written ad. awakens nothing but amusement, if it attracts any attention whatever.

It is not at all probable that the accompanying advertisement had much salesmaking value. It appeared on March 16 and yet note the heading: "Winter is Coming." Quite apparently this ad. was written away back in October or November and has not been changed since. The only other construction to put on it is that the writer was basing his statement on the fact that, no matter what season of the year it is, there is always a goodly stock of winters stretching on ahead, thus lending confirmation to the statement that "Winter is coming." No one can dispute the truth of the statement but there is ground for disbelief in its efficacy as an advertisement.



A Belated Stove Ad.

Advertising during the winter months, when properly looked after, can be very effective. A certain stove dealer told the writer last week that he was selling on an average from four to six stoves a day. When asked how this seeming miracle was being wrought, his reply was: "Advertising." It must be confessed that anything which can bring about such a large and regular volume of business at this time of year must be indeed well worth trying.

Many Stove Advertisements.

It is gratifying to note that hardwaremen seem to be as a class fully awake to the wisdom of advertising at the present season of the year. A glance through a bundle of newspapers, gathered from all sections of the country, will reveal any number of stove ads., some good, quite as many bad and a great many indifferent. One of them, gleaned at random, from a number of recent ads. is here reproduced.

Colwell & Jennings, Fredericton, N.B., have on the whole a very good advertisement. The lay out is not attractive but this can probably be laid at the door of the printer. The heading "Something you should know" is hackeneyed but it has a certain element of force. This ad. would have been much improved had a real price talk been inserted. "Price as low as ranges of inferior grade," is not convincing. Figures talk. Have the price down in black and white and customers will come in to talk the matter over with you.



An Ad. which has Some Good Points and Some Bad Ones.

Stove Window Displays.

Advertising is not limited to printer's ink. The store window is one of the best publicity mediums that the stove dealer has at his command. It is unfortunately true that a great many dealers neglect to take advantage of the opportunity their store windows present of giving a live, forcible talk on the quality of their goods to everyone who passes the shop. A good window display "talks," literally talks, to the passerby. Too many dealers leave all their talking until the customer comes in; consequently, their audience is limited very considerably.

Good stove windows are not often seen. This is due to the lack of proper material and space. The average window is not large enough to get up any-

thing very elaborate or original. After a stove has been moved in, there is little space left or anything else, except perhaps a few pots and pans. Some exceptionally good ones have been gotten up by Canadian hardwaremen during the past winter, however.

Kitchen Scene in Window.

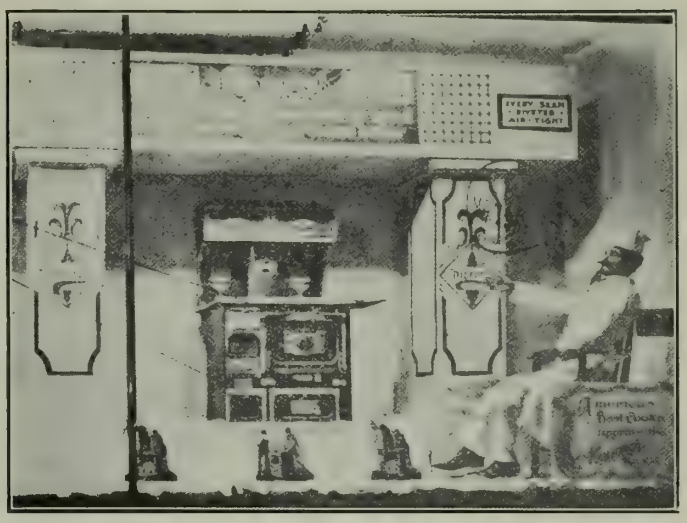
Ray P. Best designed an original setting for the Best Stove and Hardware Co., Peterboro, winning first prize in Hardware and Metal's competition. A kitchen was shown, with a dummy figure of a man seated at a table, with his breakfast before him. A kettle simmering on the stove, added to the realistic qualities of this display.



Gas Stoves Featured in Dealers' Ad.

Effective Range Display.

The accompanying illustration shows part of a capable and original window in the store of the Adone-Blaine Hardware Co. It was on view for about ten days during the early stages of the winter and proved very effective. The overhead beam was made of canvas on a frame of 2 x 2 material, 13 feet in length. The columns used were made the same, measuring 20 x 20 inches in diameter. To the left of the window—not shown in the picture—was an arch, from which was suspended a little cupid holding two small ribbons. These ran to the range. On the floor to the left a smaller range was also shown. The remainder of the floor was puffed with white cotton flannel. The sign directly above the chef's head reads, "I say the range is best" and proved very effective, as the words seem to be formed in the air with a small border around them, as if they had just been uttered by the cook posed near the glass and pointing to the range.



Original Stove Window Display which was Effective.

Original Methods Adopted.

The stove trade has adopted more really original ideas for creating business than any other mercantile branch, perhaps. The cooking demonstration is a plan which always arouses interest. To sell a range by tender (and thereby gain a splendid list of prospects) is a plan comparatively new and certainly not lacking in originality. Auction sales of stoves are known and a number of other variations of the same idea are carried out.

It is, undoubtedly, the original idea which catches the crowd and makes the sales. The coming year will see new ideas brought out. Why not aim to have something of the kind originate in your store ?

A House-cleaning Sale.

In the early spring months it is found effective to hold a house cleaning sale. There are a great number of articles needed at this nerve-racking season which belong to the stove department. For instance, polish will be needed for stoves and pipes. Brushes are required to do the polishing. The house cleaning will reveal any discrepancies which exist in the culinary equipment ; pots, pans, kettles, lifters, etc., will be needed. The negligent man—and his number is legion —will find that his ashes have accumulated in the cellar during the winter. He will be on the hunt for a good ash-sifter.

A house-cleaning sale would include all these articles, and others which have not been mentioned. A double advantage would be gained. Not only would it be possible to clear out the stock carried through the winter in these lines but a great number of customers would be brought into the store, to whom stove talks could be addressed. The smaller trade would lead in some cases to bigger business.



Unique Window Dressing Arranged by Ray Best, Peterboro.

The Gas Range Trade.

The writer was in conversation a few days ago with a prominent official in a Hamilton stove manufacturing company. The talk drifted to the rapid growth of the stove industry of late years and in particular the development of the gas range trade.

"That is the outstanding feature, to my mind, of the stove trade in Canada," he declared. "I know of nothing which has been so effective in creating new business for the stove dealer as the general use into which the gas range has come of late years. During the past two years our output of gas stoves has doubled itself. This development cannot be expected to continue so rapidly but there is still room for expansion."

This statement demonstrates the advance which the gas stove has made in public favor. Where a few years ago, the gas stove was found in a relatively small number of homes, to-day it is found in practically all. For summer use it is considered invaluable and well-nigh indispensible.

The spring is the time for the sale of this class of stove. Gas is used very largely for cooking purposes during the warm months, whereas in winter the housewife very often goes back to the coal range, which serves the additional purpose of helping to heat the house. A large percentage of sales of gas stoves are made then in the spring, when the necessity for them is most felt.

Why not hold a spring gas stove sale? Many dealers follow this plan each year with unvarying success. The general plan of campaign would not differ in any essential respect from the methods adopted each fall for the usual stove sale. A certain amount of advertising—the more the better—good window displays and a circular letter would ensure the capture of the public's attention. After that, the amount of the sales would depend entirely on the stock carried and the skill of the selling force.

Natural Gas Stoves.

In many sections of the country the natural gas stove is coming largely into use. It differs from the kind used for manufactured gas only in the burner and is used very largely in the districts where the natural supply can be secured, due to the lower price charged for the gas. In the sections of Ontario which lie along Lake Erie, natural gas is obtainable almost everywhere and in some parts of the West, particularly around Medicine Hat, the same condition prevails.

In a small southern Ontario town, a hardware dealer canvassed personally every householder a short time before a natural gas company was formed to supply the place. His advance information served him well, for when the service was started he supplied gas stoves to a large majority of the houses. He likewise did a thriving business in lighting fixtures.

In is by the display of enterprise in this way that the highest success is attained in business.

Trade Conditions in the Mother Country

The Outlook is Very Bright—Traders Criticise British Columbian Legislation—Canadian Reciprocity Assurances Gladly Accepted—Efforts to Stop the Counterfeiting of British Trade Marks.

Sheffield, Feb. 1911.—The state of the steel and allied trades is highly satisfactory, and the promise of the early part of the year is being amply fulfilled. Virtually no live business is without an abundance of orders. Moreover, inquiries are of such an encouraging character that work for many months is assured already.

At the moment the market for raw material is quiet, due to the heavy buying at the beginning of the year. One outstanding feature is that prices of finished products have not advanced to the extent which might have been reasonably expected.

In the case of high speed steel, prices are not so high as they were. As the trade has increased, more economical methods have been introduced, and thus competition has been met without any loss to the producers.

A fact which should not be overlooked is that in many branches of trade Canada is doing less business than a year ago, with the United Kingdom. This is coincident with an increase in British trade with nearly all foreign and colonial markets.

Iron Trade Pool.

The British finished iron trade is in such an unsatisfactory state that profits are small although working expenses are at the maximum. So far as the Midland trade is concerned, the competition of small makers, who themselves work at the forge, is the big problem what has yet to be solved. Of course such makers are in a position to accept much lower prices than the big makers whose establishment charges are heavy.

In the Scottish iron trade, the members of the Manufacturers' Association have decided to inaugurate a pooling scheme. Full details have not yet been made public, but it is understood that in the first place it will apply only to the home trade, and that, in order to arrive at a basis of assessment of the makers who exceed their allotments, it will be necessary for all the producers represented in the association to send to the accountant monthly statements of their outputs of bars, hoops, tees, channels, bulbs and beams, etc., all of which will come within the scope of the arrangement.

The sections of the iron trade chiefly concerned are those engaged in the manufacture of malleable iron bars and hoops. These are principally situated in the Coatbridge, Airdrie and Motherwell districts of Lanarkshire. For some years the association has had in operation an agreement for the regulation of selling prices.

Ochre Mining in Wales.

Valuable ochre deposits having been discovered at Haverfordwest, South Wales, mining operations have now been commenced. The deposits are considerably over 20 feet in thickness, and the found on the north outcrop of the anthracite coal field. For experimental purposes the ore is being worked at a depth of 70 feet. Large consignments have been dispatched to various manufacturers in the Midlands who have interested themselves in the project.

Ochre is used in the preparation of paint, in linoleum works and very largely in the manufacture of brown paper. The crude ore is recognized to be vastly superior for manufacturing purposes to the cheap by-products from abroad. The industry is the first of its kind in South Wales, if not in the United Kingdom. There are excellent facilities for the working of the ore, as the shaft has been sunk within 300 yards of the Great Western Railway main line.

Far-away Critics.

The Sheffield Chamber of Commerce has discussed recent legislation of the Government of British Columbia. It was reported that the Government of British Columbia has imposed taxation which seems to have as its object the prevention of direct trading with the colony by English firms.

The Chamber looks upon the new legislation as designed to protect home merchants, and regard it as certain to press heavily on English traders. Therefore they have decided to bring the matter before the Associated Chambers of Commerce.

Export Trade.

Further evidence of the state of British trade with the Dominion is afforded in the Board of Trade returns for January. They show that in hardware nearly double the business of a year ago is being done, and nearly four times the business of two years ago. The value of Jan. export was £9,016 compared with £5,266 in January, 1910 and £2,358 in January, 1909.

Strange to say, cutlery is declining. The January total was £5,673, whereas

in January, 1910, it reached £7,936, and in January, 1909, £3,909.

In steel bars, angles, rods and shapes or sections, the total was 2,129 tons, a decline from the 2,358 tons of January, 1910, but an advance upon the 1,683 tons of January, 1909.

The tinplate trade showed a slight decline from 1,652 tons in January, 1910, to 1,644 tons last month. In January, 1909, the total was more than double the present quantity; it reached 3,891 tons.

The wire trade advanced to 214 tons from 133 tons in January, 1910, and 141 tons in January, 1909. Manufacturers of wire totalled 466 tons, more than double the quantity exported to the Dominion in January, 1910, when the total was 206 tons. Two years ago the total was only 189 tons.

The rail trade showed an astonishing decline. The January total was only 240 tons, whereas no fewer than 1,260 tons were taken in January, 1910. Certainly the present total is a big advance upon the January total of 37 tons.

The trade in pig iron has increased to 6,560 tons in January last, compared with 5,331 tons in January, 1910, and 952 tons in January, 1909.

The declines enumerated here are all the more remarkable when it is remembered that the export to all parts of the world of articles wholly or mainly manufactured has increased by £2,055,773 compared with January, 1910, the total being £30,664,826.

Reciprocity.

Level-headed people see no cause for alarm. The usual scaremongers with a political axe to grind, predicted that British trade with the Dominion would soon be a thing of the past if the Canada-United States reciprocity agreement came into force. The scare has quickly died down. The assurances given by Canadian Ministers have been accepted without question by responsible people, and it is freely recognized that what is good for Canada is good for Great Britain. Increased prosperity on your side means more trade for Great Britain.

Trade Co-operative Society.

The death of Mr. Henry Critchlow, of Oughtibridge, near Sheffield, recalls a very interesting phase in a branch of Sheffield's industry. Mr. Critchlow was at the head of about a hundred sheep shear workers of Burgon and Ball, who came out on strike seventeen years ago. The men did not capitulate, but formed a co-operative sheep shear making society, established works out of the heavy rate area, and built up a highly successful business, which is still carried on. Now, about eighty men are employed, and a lucrative business has been established with the United States, Australia, New Zealand and other markets. Each workman has an interest in the business, and the system of dividing the profits works very well. The various trade unions which advanced the funds appointed a board of management, and the members of the board of management elected Mr. Critchlow manager of the undertaking, a position he held up to the day of his death.

Counterfeiting Trade Marks.

The practice of counterfeiting Sheffield and Lindon trade marks on cutlery and hardware is growing to an alarming extent, and it is proposed to form a fighting fund for the defence of the name to Sheffield. All citizens are to be asked to contribute. Virtually all the offenders are foreigners. Sheffield being in the almost unique position of having a goodwill in the name of the town itself, is peculiarly subject to the selling of goods made abroad with the name of Shiffield upon them. There are endless cases the Chamber of Commerce and the Cutlers' Company would like to fight, and if they had adequate funds they would have no difficulty in dealing with more cases. The attitude of the courts of foreign countries is not at all sympathetic. Legal advisers there have gone so far as to say they were told they had a clear case, and the judges, they believed, would have to convict, although their desire would be, no doubt, not to administer the law as it was, but as they would like it to be. In view of that naive confession, it will not be an easy matter to secure the convictions desired.

The president of the Sheffield Chamber of Commerce, Mr. A. J. Hobson, complains of the attitude of the Board of Trade in this matter. Mr. Lloyd George, when he was at the Board of Trade—and by the universal agreement of both parties he was an admirable president—promised that if they would bring a clear case the board would apply to the Treasury to take it up. That clear case has been brought, but it has not been taken up. Mr, Hobson cannot see why the Board of Trade should fail to take up a piece of work which the whole of the community—whether Liberal or Conservative—would regard as something done for the community at large.

Relation of Retail Merchant to His Banker

To the Interests of the Former to Live up to Rules and Regulations of the Latter—The Handling of Drafts, Cheques and Deposits—Bank Prefers That Payments be Made by Cheque—How a Merchant's Credit Can be Benefited.

By F. C. Williams.



The retail merchant does not always fully realize what an important factor his banker can be in ministering to his prosperity, or he would give more attention to having his relations with his bank on a firmer, better basis.

Many merhants do not acquaint themselves with the rules of the bank. The first step of a dealer should be to make himself thoroughly familiar with the fundamental rules of the bank, and always strictly adhere to them. His banker is one of his best friends; therefore he should be treated as such. The merchant should adhere strictly and religiously to the rules and regulations of the institution of which that banker is in charge.

Collecting and Discounts.

The matter of looking after the collections in a retail business is of great importance. Learn to be a firm collector. Don't let your debtor run away with the idea that accounts can run for ever. Have a thorough understanding, and let each party follow out his part of the agreement fully. Many merchants cramp themselves and fail to make a success of business by having too much capital tied up in the shape of accounts. In the matter of discounting, careful judgment should be exercised in selecting accounts from which to take cash discounts. Give the bank good paper, that which you know will be met promptly and fully. Then when the bank sees your paper is always taken up when due, it will have a reflex influence on your credit and standing with it. In applying for a line of credit with the bank only ask for an amount in consideration of your actual financial standing, and after securing this credit be careful not to over-run it from time to time. Much better be under the amount of the credit than over it, thus showing the bank you do not wish to abuse any consideration conceded by them. Be careful in your promises made and be careful to fulfill them.

Handling Drafts.

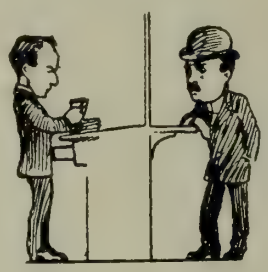
In connection with drafts coming from other points, the merchant must bear in mind the fact that the bank is only acting as a collecting agent. It may be that another of its branches has discounted the paper, but in most cases the bank acts merely as a collecting agent. The bank has no direct interest in getting its customer to accept drafts which are not as they should be. But a merchant should, of course, before accepting drafts, be careful to see that

a draft drawn on him conforms to the bargain made with the seller's representative. After a draft is accepted, even though the bank is only a holder for collection, the merchant should give it the same consideration and respect which he accords his other obligations. He should have a continuing record of all drafts accepted and notes given, wholesale and others. Properly, he should also run a diary, having a record of notes and bills coming due on these successive days so as not to overlook any maturing paper. If by chance he should be unable to meet acceptances at maturity, timely arrangements should be made with the drawer so that it will be recalled.

Deposits and Cheques.

Of course, it goes without saying that deposits taken to the bank should be arranged in such a manner as to give the officials the least possible trouble. The cash should be in proper order following the specifications printed on the deposit slip. One thing that a depositor should bear in mind is that the bank prefers that he should remain in front of the teller's wicket, while he is checking the deposits. For when the teller discovers a mistake, he likes to feel that the depositor having watched from the time of handing in the parcel, knows absolutely that he has not pilfered a bill. If there is included in the deposit any document or bill which the teller has not authority to accept, the depositor should get the manager or accountant to initial it before handing his parcel in. With regard to the pass book, all banks have a rule that the teller shall not enter deposits in them. However, in branches where the staff consists of but two persons, the rule is not always observed.

In drawing cheques, care should be taken to have the writing legible and to draw them in such a way as to prevent raising or alteration. For example, empty spaces should not be left before or after the amount of the cheque, as written in the body or specified by the figures. A heavy line should be drawn to fill up these vacant spaces.



So far as having acceptances and matured promissory notes charged to the account, as cheques, are concerned, the customer can do as he pleases. The bank has little interest in the matter. Usually the bank will prefer that its customer deposit the whole of his cash receipts and make such payments as may be necessary over the counter by means of cheques on it. In this way the bank's interests are promoted and the customer who gives some attention to promoting the bank's interest in this way, will, no doubt, establish a claim to its regard.

Distinct Advance in Methods of Retailing Cutlery

Dealers are Paying More Attention to This Department and are Providing Means for Adequate Display—Demand for Quality Goods is Being Fostered—Ingenious Plan of a Winnipeg Merchant.

The cutlery department occupies a position of growing importance in the hardware store. It has always been a profitable branch of the business. Of late years it has become the chief source of inspiration for retail dealers who are actuated by the desire to improve their premises and add attractiveness to their stores. Cutlery has, indirectly, led to a great many improvements in the general plan of the average hardware store today.

Time was when cutlery was handled pretty much the same as any variety of shelf goods. The stock was kept in cases, under the counter, or in some place where it would not be in the road. That it should be placed where it could be seen to advantage, was something that most dealers overlooked. Then the glass showcase arrived on the scene and a new era of adequate interior display was inaugurated. It was to show cutlery that the first "silent salesman" was introduced into the hardware store. The showcase made such a distinct improvement that dealers began to ponder more seriously the problem of improving the interior of their stores. Gradually reforms were introduced. Stores became more roomy and bright. Ceilings were raised and cleared of encumbrances. The old time counters were relegated to the rear or cleared out entirely. New lines of stock were introduced and in this way brass and art metal goods, cut glass and household specialties became regular features. It all came about in the course of a natural evolution toward better things; but if you trace it back you find that it began in the cutlery department.

Although he has turned his hand to a great variety of new goods of late years, cutlery is still the mainstay of the hardwareman at Christmas time. When the Yuletide season rolls around it is the cutlery stock which brings customers his way. No more acceptable gift can be found for the housewife than a set of carvers, or a new supply of silver. The average man asks nothing better than a razor, safety or otherwise; and a good jacknife is a gift which will always possess charm for the boy.

The hardwareman, therefore, holds a "trump card" during the holiday season, and, if he knows how to make use of it, he can reap a great deal of benefit.

A Vast Improvement.

There have been big advances of late years in the retailing of cutlery. The improvement in this respect is the outstanding feature of the trade in Canada. A representative of Hardware and Metal recently discussed the matter with a prominent jobber and, during the course of the conversation, elicited from him an expression of fullest satisfaction with the advances made in retail methods. He had seen a great number of his customers advance from the stage where they handled cutlery with indifference to where they adopted a thoroughly progressive attitude. The evolution in many cases had been slow, but it had been thorough. "There is still room for improvement," he declared, "but on the whole, the hardwaremen are now handling cutlery well. The dust-laden counter display of fifteen years ago has been replaced by the well-filled glittering glass case of the present day. Retail dealers have changed from apathetic disregard to a full appreciation of the aesthetic possibilities of the cutlery stock."

Reports from all sections of the country indicate that there has been a corresponding advance in the demand for the best quality goods. Cheapness was once a strong recommendation for any line of cutlery; to-day people, irrespective of price, are buying silver which is guaranteed to last and knives which will hold their edge. Quality goods cost more, but people are willing to pay more in order to insure satisfaction and long service. It is no mere coincidence that this appreciation of, and demand for, quality goods on the part of the public, began about the time that the dealers started to take an interest in cutlery. It came about as a natural result of the efforts of the retailers to show their goods to the best possible advantage.

The Best Retail Methods.

To make a success of selling cutlery it is necessary, first, to handle a good

quality line, and, second, to give the stock all due prominence.

Interior display has been brought down to a pretty fine point. One of the first objects that greets the eye on entering almost any hardware store now is a showcase filled with a neatly arranged and most attractive stock of cutlery of all kinds. The care with which dealers arrange their "silent salesmen" so that they cannot help but be noticed, bespeaks appreciation on their part of the fact that "goods well displayed are partly sold."

A rather novel method of showing knives, forks and carving sets has been devised by Mr. Nichol, a Fergus hardware dealer. He has a row of glass-covered cases along one wall of his store, in which he stands his stock of these goods in boxes, so that they show quite conspicuously. The covers work somewhat after the fashion of the glass in a sectional bookcase, and it is therefore an easy matter to get any of the stock out for examination.

Window Displays Effective.

Cutlery lends itself more readily to window display than anything else that is to be found in a hardware store. There is no limit to the possibilities in this respect. New and original ideas for window settings, in which cutlery takes the central place, are continually being evolved. At Christmas time, in fact, more windows will be found resplendent with knives, forks, carvers, etc., than any other variety of goods.

Large Sales Resulted.

It pays the dealer to give his windows over to cutlery regularly, not only during the Christmas season, but at all times of the year. Cutlery is not a one season stock; it is salable at all times. A Winnipeg dealer during the last week of May last year placed in his store window a particularly attractive stock of knives, forks and spoons, supplemented by brass goods and cut glass. Everyone knows, of course, that June is above all others the month of the year when Cupid sees tangible evidences of the fruition of his increasing labor. Marriages are the main attraction during June and wedding gifts are much in demand. Friends and relatives out on the hunt for suitable gifts found this window a ready source of inspiration. Not only was the assortment shown very complete, but each article was displayed to the best possible advantage. A heart-shaped shield was suspended in the centre of the space by wires, trimmed with blossoms. Flowers and green leaves formed the background and the base was built up with moss and green leaves. The effect was striking and beautiful and the window compelled from every passerby the tribute of a second glance. The same dealer worked a rather ingenious plan to facilitate the proper distribution of a little pamphlet on wedding gifts that he had prepared. By turning loose one of his clerks for a few days, with instructions to visit the ministers and the issuers of marriage licenses in that section, he secured a list of marriages to take place that month and the names of a great number of the likely guests. To each one of these a pamphlet was sent. It was artistically arranged and contained a list of articles calculated to please every taste and suit every purse. The store did a truly remarkable volume of business.

A Neat Window.

The accompanying picture is of a cutlery window shown by T. S. Tait & Sons, Campbellford, Ont., during the past Christmas season. It was extremely effective and resulted in a good volume of business. It is fairly indicative of the care which window dressers are now prepared to give to the arrangement of cutlery.



Holiday Display of Cutlery in Window of T. S. Tait & Sons, Campbellford, Ont.

Conveniences Upon the Farm

Farmers Looking for "Hired Man That Will Stay on the Farm" —Must Have Conveniences—Prosperity is Bringing Luxuries to the Farm—Opportunities for the Hardwareman.

By Victor Lauriston.

The other day I spent an afternoon at a country farm house in Western Ontario. It was one of those old-fashioned, weather-beaten farm houses, reposing far back from the road, with big piles of cordwood about it, and commodious barns, and beehives and an orchard. A pump was all it lacked of being an ideal, typical farm house of twenty years ago. Thereby hangs all my story.

In a clean little pantry just off the kitchen the housewife was preparing supper. When she wanted a pail of water, instead of going to the pump, half way down the concession, she leaned three inches forward from where she was standing, reached out her hand ever so little, turned a tap, and filled her pail. If she preferred warm water, she turned another tap, which had connections with the handsome new range in the kitchen.

"You have things quite convenient," I commented to the farmer who accompanied me.

"We've got to have them convenient," he rejoined. "Help is so scarce now that we have to get these things that can't run away, to do the farm work for us."

Private Waterworks System.

Then he proceeded to tell me of his windmill, his well that went down 21 feet into the gravel, the device used in the well to ensure the purity of the water, the 30-barrel tank in which the pump supply was kept, and the pipe which ran all over the farm, giving him a tap at the barn, another in the horse stalls, another in the cow yard, and water connections also for his son's residence across the way.

"Of course it cost," he added with a smile. "But when we've paid for this sort of hired man, it stays and works for us, and never thinks of going to the Northwest, or taking a farm of its own, or striking for double pay."

His story of the "hired man that stays on the farm" stuck in my memory long after he had bidden me his cheery, genial farewell. Along with it lingered two great, outstanding farm facts.

The first was, that help was scarce, hard to get, and wages high, on the farm.

The second was, that the farmers throughout Ontario had just closed one of the most prosperous years in the history of the province.

Hardwaremen's Opportunities.

And I wondered if hardwaremen everywhere realized the possibilities to which these two facts were the guide posts; if they understood the good they could accomplish, financial and otherwise, alike for themselves and for the community, by catering to the widespread demand for a "hired man that would stay on the farm."

There is just such a demand. The trouble is that farmers have been looking for a two-legged hired man to whom they expect to pay a daily, weekly or monthly wage, and have not fully realized what they can save by employing a hired man for whom they pay in one lump sum, and who stays with them.

The instance related shows just one line along which the enterprising hardwareman can work. Such a waterworks system will appeal to a farmer, since it is not merely a piece of kitchen convience, but helps in the handling of the stock, always a rather laborious process. Often, too, where a single farmer would shrink from the expense of such a system of waterworks, two or three can be induced to undertake a joint system. Occasionally a farmer will even venture a bath-room in connection with a home waterworks system.

Farm Houses Furnace Heated.

Furnace heating in farm houses has made rapid strides of late. In the more settled portions of the province, there are few of the handsome $5,000 brick farm houses now going up which are not thus equipped. The furnace is, however, less an agency for labor saving and more an evidence of city comfort.

It is, of course, largely in the fields that the labor saving device is required. Here the dealer who can prove as an indisputable fact that his device will do half the work of a man, or all the work of a man, has a selling argument that, properly used, will cinch things for him in nine cases out of ten. The widespread use of farm implements of all sorts, the multiplication of ingenious devices for saving farm labor, merely indicates a demand for a hired man on whom the farmer can rely year in and year out. In this connection the hardwareman who caters to a country trade can profitably study each new device as it is put on the market.

A hardwareman completely new to the business, looking at it from a farmer's standpoint, was quick to appreciate the possibilities of the manure spreader when it first came out. He took hold of this line, pushed it in the store, advertised it, talked it up among the farmers personally and through the medium of good road men, and made it a prominent feature of his trade. His sales of this one article alone, an article whose merits were unproven at the time he took hold of it, have from the start netted him a comfortable revenue.

It is worth while for the hardwareman to study the farm, and its work, from the farmer's standpoint. Then, when he understands that work, let him seek out among modern inventions and home-made contrivances of his own the "new hired man" which will fill the demand. It may be a waterworks system of his own devising, it may be a patent manure spreader or grain shocker.

How to Approach the Farmer.

Instead of approaching the farmer along the familiar and well-worn footpath of "Here is my device. Try it and buy it," he will say, "Here is such and such a piece of farm work that you can't get done by flesh and blood mechanism. I have here a hired man who will do it for you at such and such a cost per year." The average Ontario farmer in these prosperous times is able to pay for devices, home-made or patened, that will make his work the easier. He will pay for them all the more willingly when you show him that this new form of hired man costs less than the old style, and won't desert the job so long as he is properly greased and well cared for.

THE MOULDEN TROPHY.

Winnipeg.—The curling competition for the Moulden Cup was very keen this year. The cup was donated in the season of 1908-89, by H. F. Moulden, manufacturers' agent. The conditions are that any team winning it three times will become the permanent owners of it. The first two years it was won by the team of the firm of James Robertson & Co., but they were prevented from getting eternal possession of the prize by the stalwarts of the Marshall-Wells Co., this season, the players being J. N. Laing, W. Lee, R. R. Dunn and R. V. David, skip.

Mr. Moulden also gives every year a miniature cup to each of the members of the winning team, and they have the option of choosing some other gift instead of the miniature cup. The team that went up against the Marshall-Wells Co.'s boys in the finals was that of the Wood-Vallance Co., the members of which were: Chas. Boyd, T. Ching, A. Jack and J. Feir, skip. The score was 9 to 8, showing that it was a well fought and close battle.

The firms competing were: The Marshall-Wells Co., the Ashdown Co., James Robertson & Co., Miller-Morse Co., Merrick-Anderson Co., and Wood-Vallance Co.

Why Farmers Should Trade at Home

Treasurer of Ontario Retail Merchants' Association Reasons That This Tends To the General Good of the Country and Tells the Farmer so—Mail Order Houses are Unnecessary Institutions He Claims—The Part the Merchant Should Play in the Distribution of Food Products.

By M. Moyer in Farmer's Magaine.

After an extended trip through the great North-west, studying the conditions of the country and trade conditions in particular, I am more firmly convinced than ever that our methods of supplying the consuming public with their requirements are decidedly unsatisfactory, and that a radical change is imperative if that country is expected to develop into a desirable place in which to live.

We have already decided proof of the ill effects of the loneliness of the prairie, on the health of the people, as shown by the rapid increase of the inmates of the lunatic asylum at Brandon. The tendency is to have large farms, which isolates the settlers from each other, and, therefore, the desirability or the necessity of having towns and villages within easy reach from all parts of the country is evident. These towns are springing up all along the railway lines, but as soon as they are started they are handicapped and crippled by the mail order houses, which do nothing to improve the country or make it more desirable for the people.

One Depends on the Other.

The towns are all suffering, and in proportion as they cease to thrive so will the farms in the neighborhood. I do not think that all these new towns should grow to be cities, but they should be thrifty enough to give the farming community good service, and afford them the convenience of meeting for social and business purposes.

All the farmers, in fact, everybody in the country, desire these towns in which they take considerable pride, and regard them as absolute necessities. While they do this they have, however, never learned to understand their own interests sufficiently to support them for the benefit of the neighborhood. A good town in a neighborhood is what a good house is on a farm, and where the latter enhances the value of the farm, the former enhances the value of the neighborhood. The success of the one is so closely connected with the other that neither can suffer without affecting the other. It is, therefore, important and necessary that the relations of the two are well defined and understood.

If this is done it will be clearly seen that the mail order houses cannot possibly on any reasonable ground claim any support from them. Besides they are an extra expense, and a destroyer of the means which make for happiness and comfort.

Advises Educational Campaign.

With these concerns, powerful as they are, I believe if the people understood trade conditions and a fair and just division of labor, the trade of the country would soon revert into its natural condition and the business would be done through the retail stores in home towns. A properly arranged educational campaign throughout the country would, in my judgment, right the wrong which now exists. Owing to the unsatisfactory trade canditions the farmers have organized themselves into "Farmers' Institutes," the labor people into "Labor Unions," the retail merchants into the "Retail Merchants' Associations," the wholesale men into the "Guild," and the manufacturers into the "Manufacturers' Association." Each organization seems to have built a fence around itself and within its own limits it tries to improve its own conditions.

While all were doing some good, they were, however, getting more suspicious, as well as more antagonistic to each other, and while the desired results were not fully obtained, they, however, prepared the way to do the great work which now has to be done, and that is to work out the proper relations of the industries represented by these different organizations.

The Distributor Neglected.

The Government has done something to assist the farmers in agriculture, and by protecting the manufacturing industries, but no assistance was given to the distributors. It paid no attention to them, and even some of our legislators considered the wisdom of putting the middlemen out of business, and yet the prosperity of the country depends more on these men than on any others. The man who makes or produces a useful article does well, but the man who finds a market for that article and brings profitable returns is a better and bigger man.

When one essential branch of our industrial fabric has been so badly treated, and the others have been petted and fostered, is it any wonder that the former suffered from unfair competition, and that it has fallen into a state of almost helplessness in filling the responsible position it must occupy?

All these industries are essential. The merchants are an important factor in the complete outfit, and must be treated with as much consideration as any of the others. This the merchants demand as their right.

The only system that can give the people complete and satisfactory service is admitted to be, through the wholesale and retail stores, and if this is true, then the consuming public cannot afford to have that system crippled, on which it must depend for its supplies. The people demand the convenience of these stores, and therefore, they must remain and be protected and supported. If this system must remain, is it reasonable to suppose that anything can be saved by the additional cost of supporting mail order houses which can only cripple the stores on which the people must depend, and are not able to render the service they need.

Believing that a double system is too expensive and not in the interests of the people, it is natural to conclude that the people will cheerfully support any effort that will be made to revive and improve the true system, rather than add the expense of a counterfeit which cannot fill the bill. We do not ask for Government aid, we appeal to the people, and ask the people themselves to settle this matter. Business conditions should be investigated and confidence between the consumer and the merchant established.

Merchant and Farmer Should Meet.

Representatives from the Farmers' Institutes should meet with representatives of the merchants. If the merchants expect the farmers and working people to deal with them, they also have the right to say what kind of service they want. Therefore they should meet and work out in dollars and cents the best that can be done for the country.

This movement is in the interests of the general public and not for any one class. The object is to work out the true relations of the various industries and build up a system which will be fair to all and make our country the grandest in the world. The conditions in Ontario and the eastern provinces are somewhat different from the west, but the same unfair, unnatural and deceptive trade conditions prevail, and

the same remedy will apply as in the west, and as the east is better organized they should take the initiative.

Every Board of Trade, every branch of the Retail Merchants' Association, and every individual merchant should take an active part in this movement. If this is done, the equilibrium of trade will soon be restored, and the wealth of the country will be distributed among its people and not flow to one centre at the expense of the entire country.

Selling Hardware to Kent Farmers

Firm Have Purchased Motor Car for This Work — Advanced Methods of Outside Salesmanship Employed—Outside Men Regularly Employed—"Only Way to Get Outside Business is to Go After it, and Keep After it."

By Charles W. Mantony.

When, this spring, the road men for George Stephens and D. H. Douglas go out of town to transact business with the farmers, they will travel in a regulation chug-chug motor car outfit. A car specially designed for this sort of work has been ordered from the McLaughlin-Buick company of Oshawa. By the end of March, at the latest, it will be making its first trips on the road.

This startling departure tells a striking tale of aggressiveness, stimulated by business competition. It is typical of the advanced methods which have to be employed in Kent. ...

If there is a county in Ontario that's more thoroughly over-run, ransacked, carved, griddled and hunted through by road men of one sort or another than this same county of Kent—well, if there's that kind of county, the hardwaremen who do business here would like a chance to view the geographical sieve which must constitute it. A big share of the over-running is, of course, done by the piano and implement men—but the hardwaremen contribute their quota. In this regard the Stephens-Douglas firm has always made an outstanding feature of going out after the country trade.

George Stephens, ex-M.P., the founder of the business, at one time did much of this work himself, and when it came to a show-down it is doubtful if he had a peer. His plan of campaign when there was a prospect in sight was to get to that prospect first. If rival road men planned to rise early in the morning and drive out to see a farmer who was thinking of buying a binder, Mr. Stephens would drop in upon the farmer immediately after supper the night before, and make the sale before he turned his face homeward. That's the vital principle behind the work of the Stephens-Douglas sales force to-day.

"There's no secret to it," remarked D. H. Douglas genially, when interrogated as to the methods employed. "The only way to get outside business is to go after it—and keep after it."

At present two outside men are regularly employed, both thoroughly capable and experienced. They cover a large extent of territory. Everything in stock is handled—automobiles, pianos, sewing machines, washing machines, farm implements. Metallic roofing and kindred lines are featured, and are being pushed with singular success.

The road men do not have regular routes. Experience indicates that it is impossible to map out any definite scheme of covering territory, and that it is far better to deal with individual prospects the moment the firm hears of them. Road work is merely a matter of securing the names of as many prospects as possible, reaching the prospects as early as possible, and then keeping after them. If a sale is not made the the first trip, a second visit is in order, and so on till business results.

The motor car as a means of reaching country customers is a new idea. It has never before been tried in this part of the country; nor, for that matter, so far as can be learned, has it been tried elsewhere in Ontario. It has the look of excellent business. The road men will be able to cover far more ground than at present, and to do it more quickly. Incidentally, the car will prove an excellent advertisement for the regular McLaughlin-Buick cars for which the Stephens-Douglas firm are the agents in Chatham.

"We do our outside selling from the store," remarked E. J. Wanless, of the J. C. Wanless hardware store.

The Wanless store does not handle agricultural implements—the one line which demands the regular employment of road men. Nevertheless there are lines handled, such as stoves, washing machines and refrigerators, as well as paints, which a road man could handle effectively. The business, however, is more than is usually the case confined to hardware and household lines, with a well equipped plumbing and tinsmithing department in connection.

Though no regular outside man is employed to canvass the farming districts, the innovation has from time to time been considered, and a start may be made this year. The store at present does a goodly business with farmers. A keen look out is kept for country "prospects" and when one is discovered, the Wanless staff don't wait for him to come to the store—they go right out after him. Instead of a regular canvassing service, the system employed here is that of handling prospective customers individually. It is done from the store direct, and not by special road men.

Blenheim, the town famous for its rural telephone systems, lies to the south. To the helpfulness of the rural telephone in reaching the farmers J. W. Fleming & Sons bear witness. There are two rural lines centring between Blenheim, and the services number approximately 1,000—this in connection with a town of approximately 1,500 people.

Fleming & Sons don't rely merely on the helpful rural telephone, however. It is a means of keeping in touch with country trade, but the vital factor in securing business among the farmers is a good road man. The merchant, particularly in a small town where the trade is largely rural and a big proportion consists of farm implements, must go out after business or send a capable representative. His representative must understand how to meet men and to deal with them; must be adaptable; and, further, must be able to secure the price. To secure the price, the road man must be able to show the farmer that the goods are worth the price, and worth more than the price.

Hence, Fleming & Sons make a point of employing a capable road man in building up their business. Another point was the featuring of a single article for which there was a big market and a ready sale. The article featured was the "Success" manure spreader. It was, when the firm first handled it, a new article to the farmers. Sales were small the first year; but once a few spreaders were placed, they helped to sell others the next time the road

man made his trip. Futhermore, being an article that sold at all seasans of the year, the road man could be kept out right along with a practical certainty of good returns from the single article. At the same time the road man canvassed for everything handled by the firm —hardware, fencing, implements, stoves, roofing—keeping his eyes constantly peeled as to the farmer's requirements.

A rather spectacular feature of the business were the occasional "deliveries" of manure spreaders. At times when a number of spreaders could be held back, a delivery date was advertised well ahead of time, and the purchasers invited to town as the guests of the firm. Arriving in car-loads, the spreaders were turned over to their owners, and, decorated with bunting and flags, formed the most prominent feature of a grand parade up and down Main Street.

As previously stated, the rural telephone helps, enabling the roadman to keep in close touch with prospects between time, and to make appointments beforehand.

"The great advantage in outside selling," declared James A. King, hardwareman, "is that you reach the farmer in his own home. There, safe from the danger of interruption, you can talk to him when he is not busy, to far better advantage than in town, where he has perhaps half a dozen things to do. Talking to him at his own home, you have a clear field, and selling seems to be easier."

Mr. King has sometimes two, sometimes three roadmen making trips through the surrounding country in search of business. He does a great deal of this sort of work personally. For the head of the business to thus keep personally in touch with a large share of the rural community not only brings direct sales, but adds indirectly to the general trade.

"There is only one way to secure outside business—that is, to go out after it and to keep after it," Mr. King added. "We have no regular routes; the men just go out and hustle for sales. A large proportion of the business done is in implements; metal goods are handled to a much smaller extent. The roadman has his samples of these.

"Take that churn, for instance. When a man starts out, he doesn't know at what farm he will find a sale for it. It is just the same in selling that as in selling anything else. The first thing to do is to convince the farmer that he needs an article of that general nature. Then, show him where the article you handle is better suited to his purpose, and fills the bill better, than any other. Show him that this is better than the ordinary wooden article, that it does not leak, that much less time and labor is required to operate it."

The Use of Aluminum Cooking Utensils

Some Practical Pointers on the Manufacture and Use of Aluminum Cooking Utensils Which Every Salesman and Sales Girl Should Know.

By Helen Louise Johnson in "Good Housekeeping."

The outfitting of a home kitchen, or a household science laboratory, should not be a matter of indifference or sentiment. The utensils selected should not be purchased merely because they are cheap or because they accord with some color scheme. The economic value of the goods is a matter of grave concern, and economic value depends on convenience or adaptation to use, durability, and the safety or the absence of qualities injurious to health. A certain kind of utensils cannot answer for all uses. There is a place for wooden, a place for earthenware, a place for enamel, and a place for aluminum utensils, and these places are not in general interchangeable.

The story of aluminum is one of the romances of industry. Since the days of Pliny it has been known to exist as a part of the earth's crust, the basic metal of all clays. Iron is probably the most common, but aluminum the most abundant metal known. It enters into the composition of all rocks, and the ruby, the sapphire, the topaz, and the emerald all disclose aluminum to the analyst.

To obtain it in sufficient pure form for commercial use was the problem from the time of Paracelsus until the day in which Charles W. Hall, a student in Oberlin College, discovered an electrical process for reducing aluminum from the ores of which it formed a part. When the first aluminum article was manufactured, a rattle made for the Prince Imperial, son of the Emperor Napoleon III., the cost of aluminum was $90 a pound. In 1886 it had been reduced to $9, but Hall's discovery revolutionized the industry, bringing the price down to 65 cents a pound.

It is a fascinating metal, its physical properties being so marked. In lightness it is in a class by itself. It can be rolled and hammered into a leaf which has superseded silver in many processes. Its heat conductivity is the peculiar property, coupled with the lightness, which has so adapted it to the manufacture of cooking utensils.

Are They Easy to Keep Clean?

A personal reminiscence is pertinent here. The first aluminum cooking utensils I ever saw were given me at the World's Fair in Chicago, in 1893. They were delightful to look upon, and their weight was a great consideration. At that time I was called upon to give demonstration cooking lectures in many parts of the country, and carried my outfit in a trunk. These light, indestructible, non-chipping articles were a joy. To-day I still have them in my possession, and in our experiments to prove or disprove the statements made for and against aluminum cooking utensils, these almost original ones have endured many chemical and physical tests. And in the light of my experience with them, when women have said to me, "Don't you find aluminum cooking utensils discolor badly?" I have made a mental review of my equipment and said, "No, not at all," with entire truth. Again and again those utensils were packed, without proper washing, to be taken out sometimes days after. They were washed by all sorts of incompetent, careless helpers, usually in great haste, half the time improperly dried, and yet packed to be checked to the next place. Yet to-day, battered and bent with abuse, they are not discolored, and are good for the rest of my lifetime.

Do I find them easy to keep clean? "Yes;" but I do not expect to keep them polished as they originally were. I cannot keep them looking like silver or nickel, but I can easily keep them clean and properly bright for use.

How to Clean Aluminum.

How do I clean them? As I would any other metal. The difficulty seems to be that the housekeeper regards her aluminum saucepans in a class by themselves, away from nickel, silver, copper, iron, or such metals. The aluminum utensils, being bright and polished, show spots, dirt, streaks, and any discoloration therefore attract attention and perhaps are kept cleaner in consequence.

The polished outside can be kept bright

with any good, smooth metal polish, and when the inside discolors it may be cleaned with a sand soap or cleanser of some kind. The discoloration cannot always be removed without the use of acid, but that discoloration is of no moment except as it distresses the woman who desires the utensils to remain under hard usage as they looked when she was first attracted to their polished exteriors and white satin inside surfaces.

The aluminum utensils do generally discolor when alkaline substances are cooked in them, and as the water in various places differs in degree of hardness, the action varies. Oftentimes, where the water is permanently hard—that is, cannot be softened by boiling—the action on the utensil is pronounced and disagreeable in its looks. The very fact that alkalinity has caused it makes the addition of soda to the water to soften it of no avail as regards the utensil. But so far as has yet been established, no harm to utensil or user occurs. The utensil can be cleaned by boiling a diluted acid in it, or in general by using some of the well-known cleansers employed in the ordinary household. Hard water attacks and deposits on other cooking utensils, and in the case of some other metals the action is by no means harmless, the difference being that it is not noted.

Aluminum Utensils a Good Investment.

Aluminum utensils are a new product, and they are not cheap. There is good reason why they should not be. In the first place, their production costs. The two minerals from which aluminum is made, are brought many miles. The banxite travels from North Carolina and Alabama, via St. Louis to Niagara Falls, there to meet the chryolite which has been brought from Greenland. There, under the influence of the electricity produced by one of the most wonderful waterfalls in the world, ingots of pig aluminum are made. These, in their turn start out on their journeyings, going first to Pittsburg, thence to be distributed to the various factories producing aluminum goods.

In the second place, the aluminum manufacturers may rely on selling several or many utensils to the same household, but not to replace those broken or destroyed by use. When the woman buys an aluminum utensil, she has purchased a practically indestructible article. It can burn dry again and again, but will not crack, chip not leak. It can fall every day and not break, when it dents it can be pounded back into shape. Without ordinary care, these articles last. With ordinary care, they may be handed down as the careful German hausfrau hands down the charished burnished copper pans which adorn her kitchen. Who ever heard of a German housekeeper saying her utensils were difficult to keep clean? And think of the polishing required for copper!

Advantages of Aluminum Utensils.

Dr. Richards of Lehigh University has published this statement: "It is the writer's firm opinion that the application of aluminum to the making of culinary utensils will overshadow in magnitude all other applications of the metal. The well-established advantages of these utensils are:

"1. Non-poisonous.
"2. Easily cleaned.
"3. Not corroded.
"4. They do not scorch.
"5. They cook quickly.
"6. Lightness.
"7. Durability.

"I have no hesitation in predicting that when the general public have proven by actual experience the merits of these utensils, they will displace all other kinds in the kitchens of all except the poorest classes." And Dr. Richards is an authority on aluminum.

Spectacular Developments on the Tin Market

Fluctuations in the Price of This Metal Have Been Very Marked and Have Gained the Undivided Interest of Metal Men —Syndicate Still Strong—A Similar Movement Begins in Antimony.

Interest in the metal market for many months back has centered in tin operations, and the subsequent fluctuations in the price of that metal. Tin has seen many startling changes since the first of the year. It has at times advanced boldly and sharply; at other times, it has just as suddenly and unexpectedly declined. For the most part the trend has been upward, the periodic declines in the price never having been of lengthy duration nor of lasting effect.

The syndicate was formed over a year ago, Since then their continuous bull manipulation has gradually forced the cost of tin up. Despite the constant fluctuations in the price, those in clouse touch with conditions believe that the syndicate have never once lost control of the situation. A shrewd suspicion prevails that the sagging tendency noted during the past three weeks is not an evidence of lack of strength or interest on the part of the syndicate. The general impression is that the allied interests behind the bull campaign are quite willing, for purposes of their own, to sit back and let things take their own course for a while; to play with the market, as a cat would with a mouse. It would indeed be a bold man who would hazard the opinion that the era of high prices in tin has passed. On the contrary, many affirm that only the beginning so far has been seen. The future may hold out developments quite as spectacular as anything the past has to offer in evidence.

In Canada the effect of the manipulations on the primary market has been seen in a steady and systematic advance. Since the time that the syndicate was formed, tin has been steadily strengthening in this country. Predictions were heard that toward the end of 1910 that the new year would see a sharp decline to what had previously been regarded as the normal price; but these prophets found themselves sadly at fault. Tin advanced with more steady strides during January and February than at any time during the old year. The price finally reached 47 cents and it was freely suggested that it would get to 50 cents. But 47 proved to be high water mark and since reaching that figure—three weeks ago—there has been a marked tendency to sag and weaken. At time of writing, tin is quoted at 42 cents. Canadian metal men do not regard this price as permanent; in fact, no development would create more than a mild measure of surprise here.

But if the situation from the purely Canadian standpoint, has been interesting, it has been quite tame compared with the conditions which have prevailed on the primary market. Tin at London has, to quote a contemporary, "gone through a period of fluctuations wholly unprecedented even in its somewhat chequered history." Pulled this way and that by strings which have been held by the masterful syndicate, tin has advanced and receded with amazing celerity. On January 30 the price in London reached £204 per ton, as the result of a well conducted buying campaign on the part of the syndicate. When the "unloading process began, the price collapsed to £172 on February 9. The next day the recovery began and tin closed at £178 10s. The following day it reached £190, and two days later, it stood at £197. To achieve a drop of £30 in eight days and a recovery of $25 in four days, served to rank tin as a "lightning change artist" of considerable merit.

The accompanying diagram, reproduced from the pages of the Ironmonger, illustrates the very uncertain path that the price of tin has trod of late. In commenting on the matter, that journal says:— "It is generally believed that the collapse in price from £204 to about £171 per ton was a direct result of the liquidation of the commitments of the syndi-

cate whose efforts have for eighteen months or more been directed upon the raising of prices, and that the subsequent recovery was due to the fact that the main holdings of the old syndicate had been acquired by a fresh group possessed of sufficient determination and power, in market parlance, "to do what they liked with the price." It is pretty generally assumed also that the present group are not likely to cut down values $30 a ton when their time comes to realize, and for this reason, if for no other, there is a strong impression that tin is by no means finished with as an article of immediate speculative interest. After all,

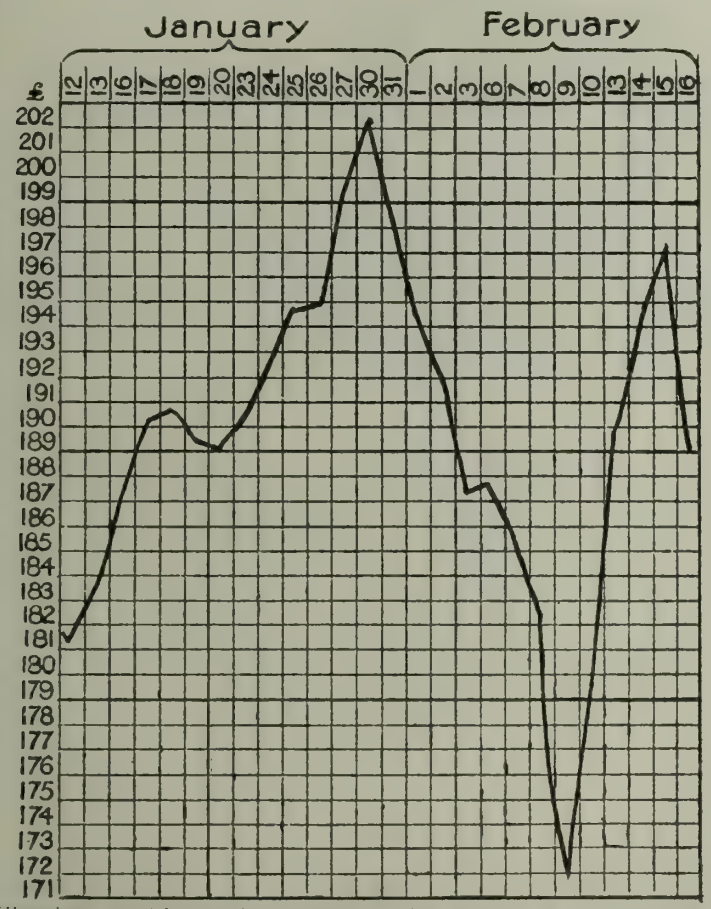


Diagram Showing the Fluctuations in the Price of Tin on the London Market During January and February.

and apart entirely from the operations of rival factions, credit for exceptional clear-sightedness must be given to the leaders of the bull campaign, who, long before anyone else, grasped the fact that the rubber boom must have a reflex action upon tin, and who have been reaping their harvest accordingly. That the production of tin in the Federated Malay States has fallen off materially, that the reduction is due largely to the draining of labor from the tin mines to the rubber estates, and this process still continues, are commonplaces of the industry to-day. The Federated Malay States last year shipped 54,580 tons of tin, against 58,521 tons in 1909 and 60,491 tons in 1908, while this year's shipments are decidedly smaller, so far, than was the case in the corresponding period of 1910, and promise to continue light. During the first three months of 1910 the shipments from the East were 12,919 tons, of which only 2,877 tons came forward in March, so that probably this year's returns for the January-March quarter may not be far below those of last year. It seems probable that in the future development of tin-mining in Malaya the Chinese miner will have to give way to European management and the employment of capital on a large scale. Modern mining methods, in short, will have to supplant the primitive fossicking which has been the mainstay of the world's tin industry."

Metal Has Been Firm.

Through it all, the metal has maintained a steady tone in this country. Strangely enough activity was most marked when the metal reached its highest point, 47 cents. At that time orders were received in large bulk.

Encouraged, perhaps, by the success of the bull element on the tin market, certain European interests banded together recently and made a determined attempt to get control of the antimony supply. The first effect was a sharp increase in price from 8c. to 11c. The buyers were not convinced that this figure could be maintained, however, and the situation did not create the consternation, which might have been expected. In fact, the pretentions of the antimony syndicate to control the supply were not absolutely accepted and buyers held off, waiting for the price to recede. At time of writing, it has come back half way and is standing at 9½ cents. There is a general air of apathy to the market. The antimony "coup" has lacked, in fact, all the spectacular features, which marked the tin operations.

CENTRAL DELIVERY SYSTEM.

Chatham, Ont.—At the last meeting of the local Retail Merchants' Association the introduction of a central delivery system in Chatham was the chief topic discussed. Since the project was last brought forward, a couple of years ago, the various details have been carefully studied by members of the association. As a result of the discussion another meeting will likely be held in a couple of weeks to make arrangements for the inauguration of the system.

On behalf of the new system it is urged that a merchant will be able to deliver his goods to every part of the city at the same hour; whereas, at present, the busiest of stores can in the same time reach only two parts. A regular hourly delivery to all parts of the city is planned, enabling the merchant to fill any order within scheduled time. This would remove all uncertainty on the part of the customer as to when to expect his goods; while the general understanding on the part of the customer that there was a regular system of deliveries at fixed intervals would do away with calls for "rush" orders.

Economy is also expected. The estimated cost at present of sending a wagon to the city limits is seven cents. Two merchants often send their man to the same place, costing fourteen cents. With one delivery, seven cents would be saved. Spread out over a host of deliveries, this saving would speedily pile up.

Early closing came in far discussion at the same meeting; but the unanimous decision was to leave this to the merchants in each line of business to deal with. At present six o'clock closing on week days is voluntary on the part of the hardwaremen.

The civic board of works of St. John, N.B., has appointed a committee to look into the matter of establishing comfort stations in the city. It is proposed to locate an underground station on Market square and one on King square.

The two men, Stone and Stanton, who were on trial for robbing Emerson & Fisher's hardware store, St. John, N.B., were allowed out on suspended sentence, of ten years in the penitentiary, last week, by Judge Forbes, of the county court. W. E. H.

Fine New Hardware Store at Perth

James & Reid Have a Large Building Splendidly Equipped—Every Convenience for Receiving, Storing and Displaying Goods—Ladies' Rest Room a Novel Feature.

In Perth, Ontario, there has recently been completed a hardware store which, considering the size of the town in which it is situated, is one of the finest and most complete in Canada. It is owned by James & Reid, who have had a long and successful experience in the hardware business.

Fifteen years ago, Geo. S. James and D. W. Reid opened a hardware store at Perth, with only a parcel boy to assist them. Those were the palmy days of the bicycle, and, three years later, James & Reid added to their establishment a bicycle and cutlery repair department. Their business grew apace, and, after another two years they found it necessary to double the size of their store, build a new machine shop, and go into the manufacture of hardware specialties.

Within the past few years, they have again found themselves badly cramped for room, and, finally, they purchased the most prominent corner in Perth and rebuilt the block, adding a new factory at the rear. These splendid premises have just recently been occupied and the illustrations reproduced with this article will show that they are not only complete in every way, but they have introduced several new features which will furnish ideas to hardwaremen everywhere in Canada.

A Large and Well Equipped Store.

The new hardware store is 45 feet wide by 90 feet long and it consists of three storeys and basement. In addition, there is adjoining, a warehouse, equipped with a freight elevator. There are four large plate glass windows, which give splendid facilities for display. On another page there is an illustration of one of James & Reid's windows, displaying a large touring car. This will give a good idea of the extent of their window space.

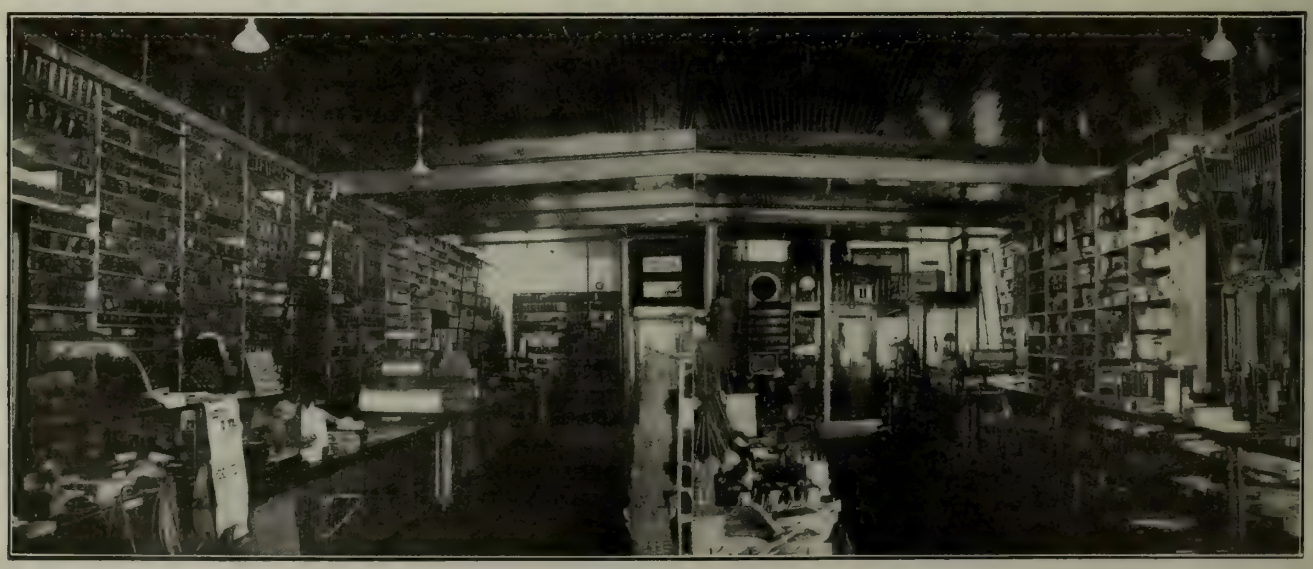


James & Reid's Store at Perth, Ont. This building Stands on the Most Prominent Corner in Town.

The top floor is used for storing goods, while on the first floor are the harness and leather goods department, wall paper department, wash rooms and ladies' rest room.

Ladies' Rest Room Popular.

The ladies' rest room is one of the most novel features of the store, and James & Reid are well pleased with the manner in which it has fulfilled the intended purpose. The farmers of this section transact a great deal of business in Perth, and as they are invariably accompanied by their wives or daughters, the latter generally have to wait outside in the cutters until the purchases are made. This is what prompted James & Reid to provide rest room accommodation. Here the women have a room to themselves, neatly furnished, warm and comfortable. Magazines are provided, and the whole is brightful and rest-



Interior of Main Floor, James & Reid's Store, Perth. Note the double-decked office and entrance to ladies' rest floor.

ful. An adjoining lavatory and washroom is also provided. Under these conditions, women, both from the town and the country, find a cosy room where after a walk or drive they may rest or wait, or meet friends. It is entirely at their disposal and the fact that it is being extensively used by the ladies amply justifies its establishment.

The Lanark County Horseshoers' Association hold their regular meetings in the ladies' rest room, and on Tuesday, Jan. 17th, at the conclusion of the meeting that night they were entertained by James & Reid at a supper.

In the basement, glass has a separate department, building paper has a place all to itself, and the rope department is nearby. Oils are stored in one part of the basement and a complete bin arrangement has been provided for plow castings for practically all the different plows in use.

The iron shed, adjoining the store, has over 300 spaces for different sizes of iron, with a trench where all bundles of iron are stacked. Their gasoline is stored in a three-hundred gallon tank, sunk under the driveway between the front and rear buildings.

The premises are heated by a large boiler which is situated in the basement of the rear building, and pipes lead underground, across the passage, into the front store. Thus, there is no fire at all, in the main building.

Bright Attractive Interior.

The store proper shows every sign of its late birth, the firm having moved from their old premises but a few months ago. The interior is brightly finished, and the whole arrangement gives an appearance of compactness signifying order and care.

It will be immediately noticed that there is nothing hanging from the ceiling, in any part of the store. This is the tendency in all modern stores. The store is equipped with four rolling ladders and four handsome silent salesmen. There are two thousand shelf boxes, for displaying and storing smaller goods. A special improved nail counter is used, and the paint counter is also specially constructed for the purpose.

From the illustration of the main store, it will be noticed that a double-decked office is employed. This is quite an important feature, as the proprietors, making their headquarters in the upper part of the office, have an unobscured view of the whole store.

Simple Method of Filing Catalogues.

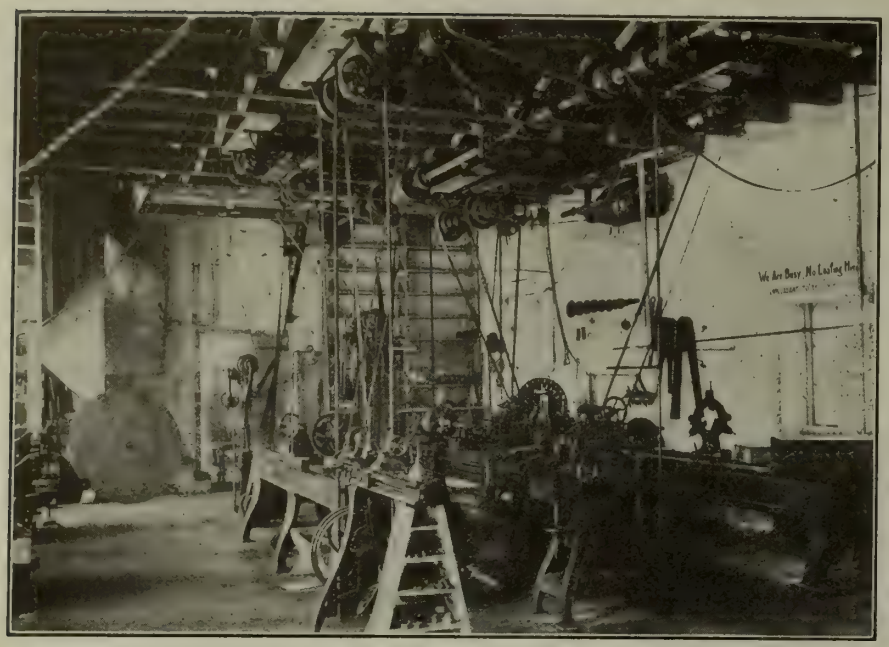
In almost every large hardware store, trouble is experienced in keeping track of catalogues, which seem to accumulate very rapidly. James & Reid have overcome this difficulty by a very simple device which is illustrated on this page.

Above the desk and nailed to the wall are two racks or rows of pigeon holes. They are large enough to hold the average catalogue, and are numbered from one up. An index book is kept lettered as usual from A to Z. Now suppose the firm receives a catalogue from Brown & Co., another from Jones Ltd., another from Smith, and still another from Johnston. They are allowed to remain on the desk for a day or two, while the employer has a chance to see them and then, as others come those already mentioned are put away. The bookkeeper or some one in the office takes Brown's catalogue and glancing along the cabinet if it might be so called, notices that in No. 7 there are not as many as in those around it. Brown's catalogue therefore goes into No. 7 place. At the same time the bookkeeper takes the index book, opens it at B, and enters "Brown & Co. No. 7." In the same way Jones Ltd. is placed in No. 25, and Smith in 15, and Johnston in 19, and so on. They are entered alphabetically in the index book.

The method is extremely simple. The employer wants to get Brown's catalogue. He takes the index book, finds Brown & Co., with the information that they are in No. 7. He looks through space or hole No. 7 and readily finds



Harness and Leather Goods Room, James & Reid's Store, Perth, Ont.



James & Reid's Machine Shop, Perth, Developed from a Bicycle Repair Shop.

the catalogue desired. Similarly he would find Johnston in No. 19.

By this means the catalogues are certain to be filed away instead of being allowed to pile up in confusion on some table or desk to be found only after a trying search.

How the Machine Shop Developed.

It has already been mentioned that, back in the good old bicycle days, James & Reid established a bicycle repair shop. This part of their business proved a great success, and it became the nucleus of a fine machine shop. The bicycle waned in popular favor, but James & Reid scarcely felt it, as new avenues of profit had opened up for the machine shop. To-day, they are manufacturing in it an extensive line of hardware specialities, and are equipped to do all kinds of repair work, from sharpening scissors and skates, to fixing threshing machines. They also operate James Bros.' foundry, which also started as a small concern.

In their factory and foundry, James & Reid employ a large number of skilled workmen, and some of their automatic machinery is not to be seen in any other Canadian factory.

A private telephone line, owned by James & Reid, connects their foundry, machine shops and store.

System in Handling Stock.

The method adopted by James & Reid for receiving, marking, storing and distributing new goods, is a simple one, but it serves to prevent any confusion.

At the rear of the building a wide door opens from the driveway to the first floor. An elevator of good capacity is just inside and shipments are hoisted to the second floor where just at one side a checking room has been provided. Packages are opened here and checked over, price marked and then removed to their particular storerooms, from which they can be easily procured at any time, to restock bins or shelves down stairs. The checking room is heated, it is within easy reach and the routine work can therefore be quickly completed.

Believes in Advertising.

James & Reid attribute much of their success to symstematic advertising. They use space regularly in the weekly papers of Perth, and fill it up with good copy, which is changed every issue.

To give an idea of the extent of James & Reid's business, it may be said that, besides shelf hardware, they handle automobiles, bicycles, motor boat supplies, lamps, electric light fixtures, harness, plow repairs, lime, cement, pumps, pulleys, belting, baby carriages, fire brick and clay, sewer pipe, blacksmiths' supplies, wire fencing and miners' supplies.

TO REMOVE RESTRICTION.

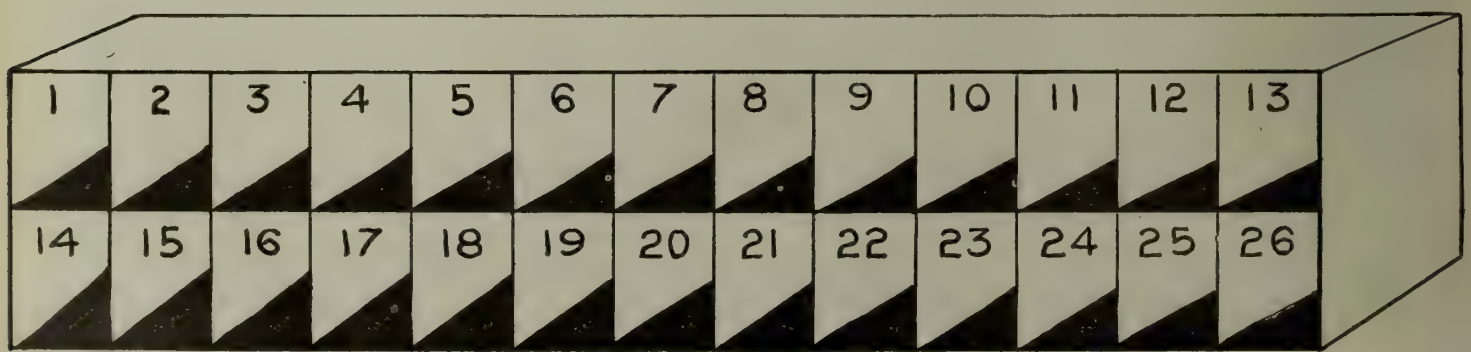
Toronto.—R. R. Gamey, M.P.P., is fathering legislation to check the slaughter of game birds in Ontario. He will introduce a bill into the Legislature providing that no one shall shoot more than twenty-five wild ducks or ten partridge in one day. He would also limit the number that a man could shoot in a season to 150 ducks and 50 partridge.

The proposed legislation would remove the restriction on the use of automatic shot guns.

In regard to the latter clause, some misapprehension was created by the publication of a statement in a local newspaper that Mr. Gamey's intention was to prohibit the use of automatic guns in shooting. A representative of Hardware and Metal saw Mr. Gamey at the Legislative buildings, with reference to this phase of the question.

"The statement is quite erroneous," explained the member for Manitoulin. "The legislation that I propose to introduce provides for exactly the opposite to what is stated. The restriction, which has existed for two years on the use of automatic shotguns would be removed. If the size of the bag were limited—as my bill proposes—it would not matter what kind of weapons were used, therefore the restriction could safely be removed."

Hardwaremen and sporting goods dealers, who were seen with reference to the matter, were of the opinion that the legislation would not seriously affect the sale of firearms.



Simple and Convenient Catalogue File, Used by James & Reid, Perth.

Great Hardware Store at St. John

Addition to W. H. Thorne & Co.'s Establishment Puts It Among Finest in Country—Now Have 112,000 Square Feet of Floor Space — Large Stock of Staple Hardware and Specialties.

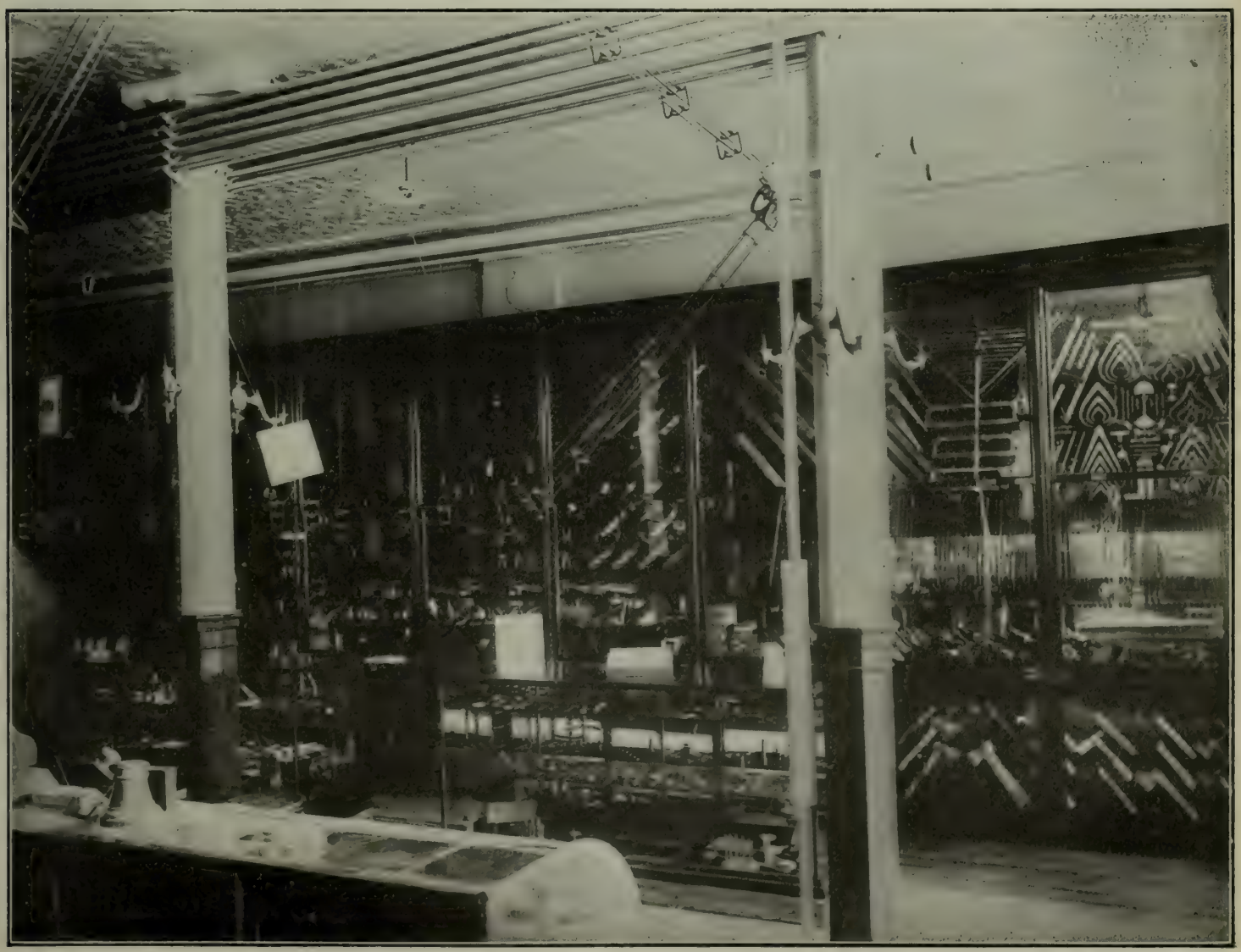
The wholesale and retail hardware firm of W. H. Thorne & Co., St. John, N. B., claim that they now have one of the finest hardware and fancy goods establishments in Canada. Last year in order to meet the constantly growing demand for more space, they purchased a five-story building on King street, and in December last, after remodelling it, they added it to their former premises. The rear of the new building was at right angles to the former structures, so that it was only necessary to build a small addition at the rear and give easy access from one to the other, on each floor.

With the new building they now have 112,000 square feet floor space of wholesale and retail salesrooms and warerooms. Everything that is usually to be found in a hardware establishment, and many things that are not found in many of these stores, may be secured from Thorne's.

A representative of Hardware and Metal was shown through the immense establishment recently, and the visit revealed a plant almost perfect in its smooth-running efficiency and completeness. One who goes through the buildings for the first time cannot but be impressed with the manner in which the three brick structures that compose the whole, are welded together. The business was first started in a six-story building on Prince William street. Later a four-story building adjoining, uphill, was added and last year the Prince William street structure was taken in, there being a building on the corner, occupied by the Western Union Telegraph Company, that is surrounded on two sides. As the floors of the three buildings are not all of the same levels, inclined walks or stairways are used in connecting them.

Various Departments Described.

In order to describe the various departments, a start will be made from the King street entrance. The windows, one on each side of the vestibule entrance, are finished in solid mahogany, the floors being highly polished and affording an excellent setting for the high grade silverware, cut glass and fancy goods which are shown. Inside, steel ceilings enameled white, hardwood floors and black walnut cases throughout, have



Tool Department, W. H. Thorne & Co.'s Store, St. John, N.B.

been installed. These latter include wall cases and nine silent salesmen around the different sections of the floor. In this department is displayed a very extensive stock of sterling silver, electro plated ware, cut glass, cutlery, brass, leather and general fancy goods. In the basement, up-to-date serviceable lavatories have been installed for the employes' use, also cloak rooms, and the boiler for heating the building.

Elevators Connect With All Floors.

Passing through the rear, two telephone booths are located, also desks for salesmen and attendants, and the cash balcony—the entire retail premises being fitted with a cable cash carrier system. Next comes the electric passenger elevator which affords easy access to all floors of the combined buildings, and a freight elevator is located next to it. These elevators are enclosed in a fireproof brick shaft.

Continuing on to the left, is the Prince William street department, devoted to tools of all kinds, cutlery, builders' hardware, architects' and draughtsmen's supplies, and opening off of this, on the right, is the department of household and kitchen goods, bathroom supplies and general shelf hardware. In the basement below this floor is heavy hardware of various kinds.

Ascending several steps further to the right the ground floor of the third building is reached. Here, in a room with very high ceiling and surrounded by a balcony, are found paints and glass, including plate glass in all the large sizes, this firm being the only hardware concern in St. John to handle this latter class of goods. Around the balcony, as well as in fixtures on the main floor, the various kinds of paints and varnishes, etc., are stocked. In the basement below, oils, white lead, and heavy goods of a like nature are stored. At the rear of this department is the shipping room through which all goods come in or go out, through a rear entrance.

There are five show windows and two separate entrances on the Prince William street side of the establishment.

Phonographs and Records.

Commencing in the King street building, the second floor there is divided in two sections, one of which is devoted to the sale of phonographs and records, in which the company do a large business. Cabinets are arranged along both side walls and the machines are displayed on counters. Some twenty-five chairs are arranged in rows, facing the machines, and intending buyers can listen comfortably while records are played for them. A feature of this department that has been a pronounced success is the practice of giving a free concert every Thursday afternoon, at which time every seat is usually occupied.

The other half of this flat is devoted to fireplace fittings, such as andirons, fenders, fire sets, coal hods, mantel grates, tiles, etc., and during the Christmas season just past, a line of mechanical toys was displayed there.

Sporting Goods Department.

Passing into the adjoining building, the sporting goods department is reach-



Kitchenware Dept., W. H. Thorne & Co.'s Store.

ed. This is one of the largest rooms in the building and is fitted with special showcases, racks and counters, for displaying bicycles, canoes, golf clubs, hockey requisites, skates, skiis, snowshoes, fishing supplies, athletic goods of all kinds, picnic supply baskets, guns and ammunition, children's carts, poultry requisites, such as brooders, incubators and all kinds of foods, oil stoves and heaters, etc.

Beyond this in the upper building, are the wholesale sample rooms and the general offices. In the sample rooms there is a neat display of practically everything that is carried in stock, except some of the heavier lines, so that buyers can receive suggestions from walking around the cases and fixtures.

The floors above are all devoted to wholesale warerooms, except for a packing room and machine shop. The packing room is directly above the sporting goods department and is a very large bright room. It is fitted with long tables and hand elevators running to the floors above, so that goods can be sent down quickly and easily. A portion of the room is utilized as an office for looking after the order slips and checking.

A New Machine Shop.

The workshop or machine shop is located on the third floor of the King street building. It is fitted with an electric motor from which are operated turning lathes, grind-stones, etc. It is proposed that all the carpenter work, minor repairs, sharpening of skates, etc., will be done here. This is a new venture, but it is thought it will prove successful.

Included in the wholesale department on the upper floors are brushes, whips, brooms, paper, paper bags, belts, hose, sporting goods, paints, pumps, rope, tinware, woodenware, shovels and blowers, light shelf hardware, etc.

The passages between the three buildings are fitted with heavy fireproof doors, and stand-pipes with hose attached are located on each floor, to guard against fire. In addition to the freight and passenger elevators and the hand elevator, there is a dumb elevator leading from the wholesale down to the retail departments on the ground floor.

The firm in addition to this establishment, have a three-story brick warehouse on Water street and another warehouse on Walker's wharf, for handling cement and similar bulky goods, and they also operate a saw factory.

ILLNESS OF W. T. GROSE.

W. T. Grose, the eastern representative of the Ontario Lantern and Lamp Co., who is making a business trip to Winnipeg, has been laid up in the Winnipeg General Hospital for the past few weeks, with a severe attack of inflammatory rheumatism. In fact his condition was so grave, for a time that the hospital authorities telegraphed to Montreal for Mrs. Grose.

At last reports, Mr. Grose had taken a turn for the better, and it is expected that he will soon be able to return home.



Sporting Goods Department, W. H. Thorne & Co.'s Store.

Designed New Store to Get Plenty of Light

Watt & Squire, Brantford, Have Removed to New Premises, Where They Will Have Plenty of Light and Space — Will Use Cellar for Showroom Purposes.

Brantford, March 21.—That plenty of room and plenty of light are valuable assets in the carrying on of a hardware business is fully recognized by Watt & Squire of this city. They have just moved into a new store, which was selected by them largely because it possessed these very desirable qualities.

Watt & Squire have been in business now for some years and have worked up a creditable trade. They have, up to the present, remained in the same premises that they occupied on first entering business—a store on Dalhousie street with a very wide frontage. It served them well enough at first, but of late they have found themselves cramped for room. The store had one undesirable feature; it was dark, despite the large front windows. Accordingly, when Watt & Squire decided to look for more commodious quarters, they made it a point that the new store must be a light as well as a commodious one. The premises selected will give every satisfaction in this respect. They are now located at 84 Dalhousie street, in the new Temple Building. The store was engaged before the contractors set to work and the plans were drawn up to meet the views of the prospective occupants.

The idea of a well-lighted interior has been carried out successfully. The ceiling is exceptionally high, there are large windows at the rear, as well as at the front and, as a natural result, the store is bright and airy. A metal ceiling has been put in, further assisting in the brightening process. A representative of Hardware and Metal visited the store late in the afternoon on a rather dull day, but the interior was quite briught still, without the use of artificial light.

Three Floors Used.

The main floor, which is 110 feet long, is to be devoted entirely to shelf hardware, sporting goods and paints. The store space available will permit of the carrying of a large and assorted stock.

The second floor is being given over to harvest tools and supplies of that description. In the cellar—which is high, airy and well lighted through area windows in front—a stock of household goods will be shown—enamelware, tinware, washing machines, ice cream freezers, etc. Access to the cellar is gained by a stairway leading from the centre of the store. The firm intend to fit up the cellar so that it will be possible to use it as a showroom and not a mere storage place for store.

Still another cellar, 20 by 100 feet in size, is to be used for the storing of glass, a large stock of which is carried. Several new and ingenious methods for the storing of glass are being adopted.

All in all, the firm will have over 8,000 square feet of store space; this not including the sections used for the storage of goods.



Silverware and Fancy Goods Dept. W. H. Thorne & Co.'s Store.

New and Novel Methods of Storing Hardware Lines

Ideas and Devices Which Make for Economy of Space and Store Improvement—A New Nail Bin in Vokes Hardware Store, Toronto — Fergus MerchantMakes New Glass Cases—Stands and Racks of Various Descriptions.

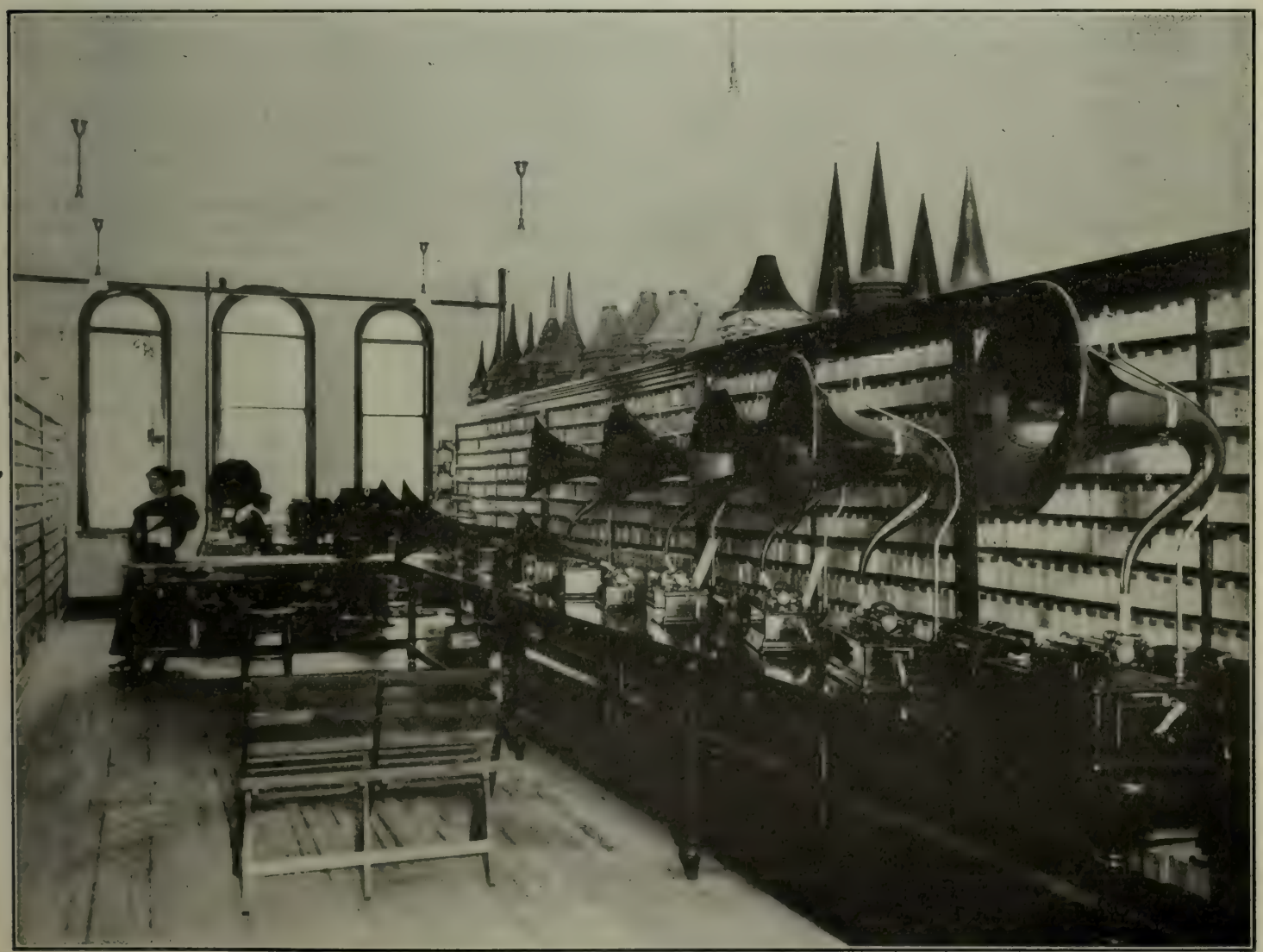
In the hardware store the problem of fittings and appliances is one of considerable moment. The stock carried is so varied that it is a difficult matter to find the means to conveniently put each article up. The range of goods carried is most extensive, varying from brass tacks to washing machines and vacuum cleaners and each individual article is a problem in itself. The hardwareman who feels a desire to have his store always neat and attractive, experiences a good deal of worry in disposing of his stock of spades, whips and pails, cream separators, sporting goods, etc. The old-time method of putting everything together—heaping it in somehow, regardless of appearance and convenience in handling—has been long since discarded. New and novel devices for the stocking of certain varieties of goods are continuously cropping up, and a few of the latest ideas are here illustrated and explained. Some of the appended sketches are the work of American hardwaremen, and are reproduced from contemporary publications. The bulk, however, are of Canadian origin, planned and worked out by capable Canadian hardwaremen.



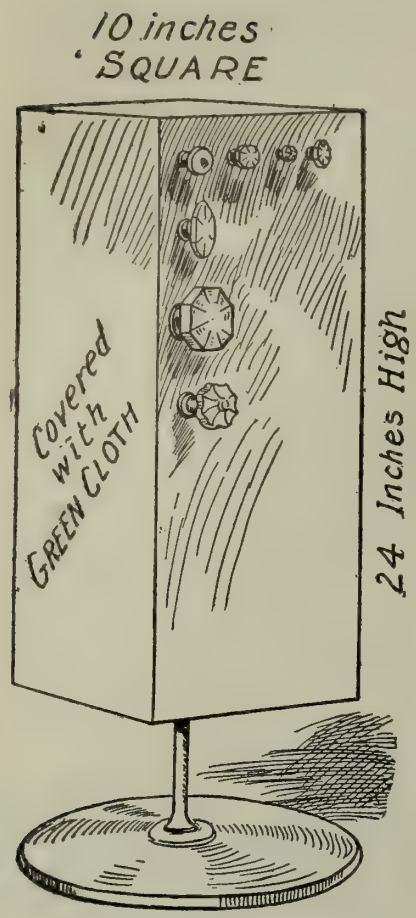
Vokes Hardware Co. Arrange Tools According to Trades.

A new device for the storing of nails is in use in the store of the Vokes Hardware Co., Queen street east, Toronto. It was originated by H. F. W. Funston, manager of the retail store, in conjunction with other members of the staff. A bin is provided for each variety of nails. The bin closes back when not in use, and then resembles a drawer. When opened, it works on a swivel and swings out, as shown in the accompanying illustration.

The arrangement has many advantages. It saves time and it enables the staff to keep each variety of nails se-



Phonograph Dept., W. H. Thorne & Co 's Store, St. John, N.B.



A Neat Stand for the Display of Glass Knobs.

parate. As only one drawer is open at a time, all nails which are returned must go into that one drawer. The old method of storing nails in open bins or kegs invariably results in some mixing and customers who order one size get a sprinkling of other sizes, generally to their annoyance. The Vokes method also makes for a neat and attractive appearance. The nail drawers look as tidy as the drawers used in grocery stores for sugar, spices, etc.

A Sensible Arrangement.

The Vokes Co. have also a commendable method of arranging tools. All tools of one variety are grouped together. The illustration shows different varieties of planes. Handles for tools are stored in the drawers below and the clerks, therefore, in showing a certain line to a customer, always have a complete assortment right to hand.

Tools pertaining to certain trades are kept together as much as possible. The tool arrangement, in fact, is as near perfect as possible in the Vokes store.

Made New Shelf Cases.

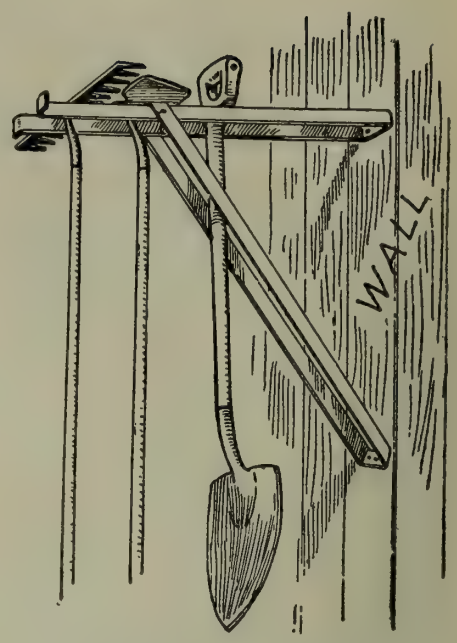
E. S. Nichol, Fergus, Ontario, is the designer and maker of an original style of shelf case. Some time ago he decided to put in new wall fittings, and the idea of making them somewhat after the style of the sectional bookcase struck him as feasible. Being of a practical turn of mind, Mr. Nichol went at the work himself and soon constructed a series of cases, which he has since used for the display of tools, cutlery, etc., with splendid effect. They have glass coverings which slide back, somewhat after the manner of the sectional case; in this way, the goods on display are protected from dust and stand in no danger of rusting. The cases, therefore, have a practical, as well as ornamental, value.

"The cost was very small," declares Mr. Nichol, "They did not take long in the making, and they have since given splendid satisfaction."

Adjustable Shelves.

In the fall of 1910, W. E. Anthony, formerly with the Orillia Hardware Co., opened a store in Brampton, Ont. One of the ideas he embodied in his store was a series of adjustable shelves for the display of shelf goods. The fittings were so arranged that the shelves could be lowered or raised to fit the goods exactly. In this way the space was used to the very best possible advantage.

The most important point, however,

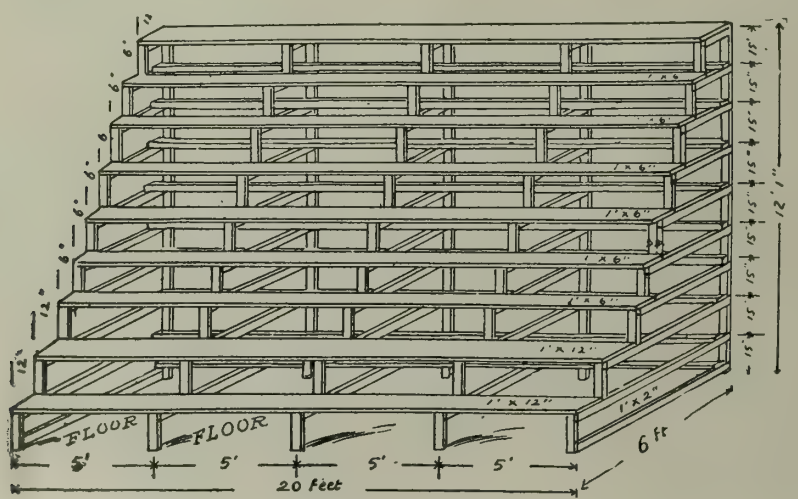


A Novel and Useful Rack.

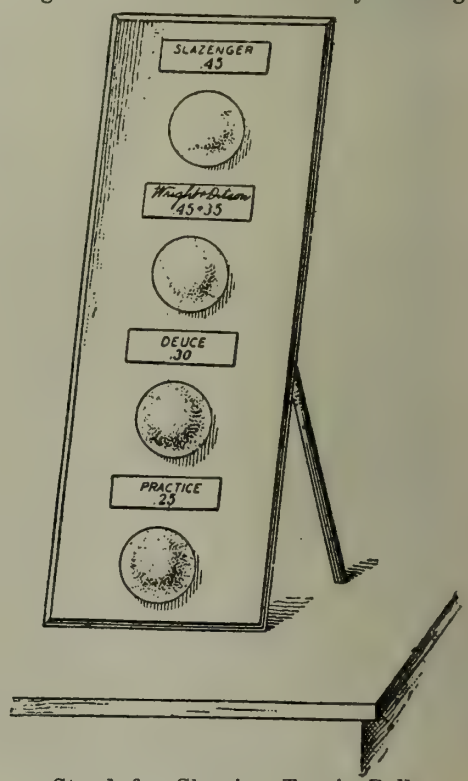
was that stock could be moved around to suit the seasons and the shelves adjusted to accommodate the new goods.

Sporting Goods Department.

Difficulty is always experienced in housing the sporting goods stock. Most articles in this department are of such a nature that it is practically impossible to place them on the shelves. Some dealers solve the difficulty—to their satisfaction, perhaps, but certainly not to that of their customers—by heaping the goods up promiscuously on a table or counter; baseball bats, balls, masks, tennis racquets, etc., all in one untidy mass. Ingenious dealers avoid this by devising



Stand for the Display of Wire Netting.



Stand for Showing Tennis Balls.



Nail Bin Used in Vokes Hardware Co. Store, Toronto.

different kinds of racks and stands for certain sporting goods. Baseballs and tennis balls are among the most difficult to display in this line. Of course, the better grade of baseballs must be kept in their boxes and tinfoil wrapping until they are sold. Indeed, they can be displayed more advantageously in their colored coverings than in any other way.

The cheaper grades of baseballs and tennis balls can be best shown, however, without coverings. They must be so displayed that they can be easily seen and compared, and yet so that they cannot be handled promiscuously. The accompanying illustration shows one convenient device for showing tennis balls. The easel is a plain pine board, neatly planed and finished, with a base and support in the back so that it may be placed on a counter or show case top anywhere.

The holes into which the balls are set are cut about a hair's breadth smaller than the circumference of the balls, so that they hold the balls firmly. Cards over each ball tell the make and model and price of the article. In this way the fine points of the various grades of balls can be examined carefully, and yet the tendency for the customers to attempt to remove the balls from the rack is slight. The same sort of a rack or easel can be used for the display of baseballs.

A Neat Display Stand.

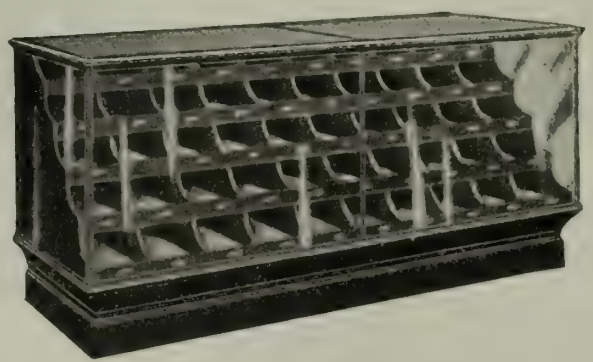
A method of displaying glass knobs which proves effective, is shown in the accompanying illustration. The stand is 10 inches square and 24 inches high, mounted on a rod and base. It can readily be turned around, so that the goods on all four sides can be shown. As the stand is covered with green cloth, the knobs show up well. Such a stand can be utilized for various articles, changing as the seasons warrant.

Such a stand can be used on a counter or can be placed in a show window, sufficiently elevated to properly bring the goods within easy range of the prospective customer's eyes. Rubber of feltoid casters could be applied to the base and the stand would not then mar the showcases or counters.

A Small Ware Case.

Merchants not infrequently find it difficult to effectively display small goods, such as can openers, corkscrews, rules, nut crackers, hammers, wrenches, plumb bobs, butcher knives, pliers, screw drivers, cold chisels, etc. Such goods get jumbled into odd corners of show cases or are left on the shelves until called for. It is unwise, however, to put them out of sight, because sales can most frequently be made in these lines by placing them where they are in full view. Customers glance them over and remember that such-and-such an article is needed at home. The price being small, they do not hesitate to make a purchase at once.

The "Crackerjack" Small Ware case shown is 42 inches high and 26 inches wide. It is glazed with ½-inch bevel, plate glass top and also has glass ends. There are no sliding doors in the rear of case or shelves inside. Instead, the case is fitted with five rows of drawers for the display and storage of small articles. Each tray has a neat pull at rear and price card holder at the front. The trays are usually 5 inches deep or high, and their lengths vary according to length of case from 7⅜ inches to 9¾ inches. If the customer wants to see an article, the tray is readily pulled out without disturbing any of the other trays, and placed on top of show case, which makes an effective presentation of goods, and they are protected from dust.



A Convenient Case for the Display of Small Ware.

A Farming Tool Rack.

A simple, but at the same time useful, device for holding farming tools was first built in the Evers Hardware Co., Benton, Texas. It was made of the heavy bands that bind bundles of sheet iron from the mill. One piece, bent on the brake, forms the rack and another piece forms the brace. Holes are punched in the proper place and the device secured to the wall. It is possible to use it for all kinds of shovels, hoes, rakes and axes. The space between the two horizontal arms is about two inches except on the axe rack where it is three inches.

Rack for Poultry Netting.

It is often found a difficult problem to keep a stock of poultry netting in order. Before finding the solution shown in the accompanying illustration, an American hardware firm had a great deal of difficulty in this connection. The salesmen would be continually cutting into full rolls when there was already a cut roll of the same size. In fact, netting would frequently get tangled up in such a manner that it was almost impossible to tell what there was in stock. As a result of such experiences one of the firm worked out the rack which is shown herewith, and which they keep on the third floor of their store. It is 20x6 feet at the bottom, 12 feet high and carries 185 rolls of netting. One roll at a time can be cut, and stock can be taken in ten minutes, which is a decided contrast to previous conditions. There is a space of 15 inches between the shelves or sections.

The Plumbing Department in the Hardware Store

Attention Should be Paid to the Plumbing End if Profits are Sought—Watch Contract Figuring Closely—A Good Window Display by a Napanee Firm—Advertise Plumbing Goods and Specialties.

Plumbing and hardware seem to go naturally together in small towns. A great many dealers handle both and find the combination a lucrative one. As a general rule, there is also a tinshop in connection with the business and the three lines thus carried together, give a varied scope of employment which counteracts the smallness of the field.

There can be no doubt that the tinshop is more easy to manage and more liable to prove a paying venture, when a plumbing business is carried in conjunction. Even in the case of the best established business, there are times when the tinshop will be running slack. The dealer, however, must keep his staff on and pay them through the slack as well as the busy seasons. There are times, therefore, when it is "all going out and nothing coming in." This grave difficulty can be obviated to a certain extent by the handling of a plumbing department. In many shops the two branches of the business are run closely in conjunction. When one line slackens up, more attention is devoted to the other and the full staff given employment in that way.

Demands Attention.

Plumbing cannot safely be relegated, however, to the rank of a side line and allowed "to manage itself." The profits made, or the losses sustained, on plumbing depends almost entirely on the amount of attention paid to that department. To insure profits, the business must be closely followed and ably managed. Popular conception to the contrary, plumbing is not a trade which is sure to pay fabulous returns. The plumber is not gifted with the Midas touch, which enables him to turn everything he handles into gold. On the contrary, he has to work hard for all he gets and, unless he knows the business, as well as the practical, side thoroughly, he is more apt to incur ruinous losses than fat profits.

The secret of success lies in knowing how to figure a contract. A fair price—fair to the plumber himself, as well as to the customer—cannot be fixed roughly and at a moment's notice. There are a multitude of details to be considered. The cost of the material, the likely time that the job will take, the proper allowance for "overhead expenses;" all these must be cast up and reckoned in fixing a price. When little attention is paid to figuring, nine times out of ten the price set will be on the short side. It is an easy matter to forget to include drainage, soil pipe, or some other "mere trifle." At any rate, such mistakes are made every day.

The writer was discussing the matter of figuring on contracts once with a dealer who handled both hardware and plumbing. The talk veered to overhead expenses. "I never have to allow anything for overhead expenses in my plumbing prices," this benighted dealer declared, "because I carry on both businesses in the one store. There are no overhead expenses in my plumbing business. Consequently, I am able to figure a little closer than my competitors."

He spoke as though he had scored a triumph of some kind. Instead, he was just paving the way for the ruin of both his hardware and his plumbing trade. In order to oust competition in plumbing, he was cutting prices, and making the hardware end carry both branches of the business; in other words, taking money out of the hardware business to give away in the plumbing end.



Plumbing Goods Shown in Window of Boyle & Son, Napanee.

The moral of it all is that the plumbing branch of the business must be closely looked after. In many cases, a partnership is formed and one of the partners looks after the plumbing. In other stores, a foreman or manager is appointed, on whom rests full responsibility. Many hardwaremen, who have a practical knowledge of plumbing, look after the department themselves but they often find that it is impossible to give to both the full attention that they need.

The plumbing department should not be shoved into the background. If plumbing supplies are worth handling, they are worth handling well. Not only should the stock be prominently displayed in the store but an occasional window display should be arranged and some newspaper advertising space used.

The accompanying illustration is of a display of plumbing goods shown in the store of Boyle & Son, Napanee, dealers in hardware, tinware, stoves and plumbing supplies. This firm have a good plumbing business, which is under the direction of Mr. D. Groff. At the present time, the staff of the department consists of one plumber and a helper, but during the busy seasons, they carry as many as four or five journeymen.

The window was designed by Mr. De Groff and Harry Boyle. The picture, which was taken from the side, gives a good impression of the attractiveness of the display. Every detail was followed out with scrupulous care. On the floor was linoleum and a bath mat. The walls were lined with green burlap and on the wall was a large bevel plate mirror. On a glass shelf over the basin, was a shaving outfit, consisting of a safety razor, comb and brush. The tub was enamelled both inside and out and the fact that it shone is demonstrated by the reflection of the floor on the outside of the bath.

The window had the qualities of completeness and attractiveness and consequently was a most commendable one.

Advertise the Department.

Advertising at certain periods of the year is bound to bring returns. There is great scope for profitable publicity in the plumbing line. People have to be convinced that proper sanitary appliances in a house are necessary from the standpoint of health, as well as a great convenience, and one of the readiest means of carrying conviction to them is to advertise the fact well.

The carrying of accessories for bathrooms is found a profitable line. There are, for instance, a number of kinds of soap dishes, which should be kept in stock. The same with tumbler and tooth brush holders, towel bars, combination sponge and soap holders, bath seats, showers, bath sprays, massage spray brushes, tooth brush holders, robe hooks, toilet paper holders, stools, plate glass shelves and mirrors. All of these articles are more or less of a necessity in every well appointed bathroom and it is never a difficult matter to make sales. In no case is the price high; it is possible to sell any of the above mentioned goods for prices varying from 45 cents to $2.25. There is, however, a fair margin of profit on all such sales and no expense is added through carrying them.



Part of Full Page Ad. Used by T. McAvity & Sons, Dealers in Hardware and Plumbing Supplies, St. John, N.B.

Best results can be obtained by advertising goods of this description. The accompanying illustration shows part of an ad. used by T. McAvity & Sons, Ltd., St. John, N.B. A full page was used and the space was devoted to illustrations of each article, together with a brief description and the price. In all 39 articles were shown.

This ad. proved to be an unusually effective one and much business resulted. In point of advertising merit, it ranks high. The opening talk is straight to the point and full of laconic, pointed forcefulness. The bulk of the space, which is devoted to illustrations and prices, could not very well have been used to better advantage.

BANQUET TO MONTREAL HARDWAREMEN.

The banquet given under the auspices of the Montreal branch of the hardware section of the Retail Merchants' Association of Canada on Thursday evening March 16th, was a gratifying success from several standpoints. The attendance was large, the menu was indeed recherche, the addresses were interesting and the feeling manifested indicated a unity that was praiseworthy.

The president of the hardware section, Arthur Leger, occupied the chair and among those present were, J. G. Watson, representing the Retail Merchants' sociation. Trade will thus be benefited and business would be better if the association is stronger. J. G. Watson replied to the toast of the R.M.A. of Can- Association of Canada; Fred C. Lariviere, president of the Montreal Board of Trade; A. Jeannotte, representing the wholesale grocers; W. U. Boivin, president of the R.M.A., of Quebec; J. O. Gareau, of the dry goods section; J. A. Beaudry, general secretary of the R. M.A.; P. Filion, representing the grocers; Omer DeSerres, A. I. Vallerand, Mederic Martineau, Lucien Brault, A. C. Lariviere, Hector Desnoyers, O. Massicotte, J. A. Naud, L. G. Normandin, J. A. Rochette, L. P. Venne, first vice-president of the hardware section, C. R. Lasalle, A. S. LeBlanc, E. Cavanagh, F. A. Lambert, Jos. Martineau, G. Reed, D. Reed, J. P. Belair, F. O. Ranger, J. W. Charbonneau, D. Deschamps, A. Raymond, E. Doucet, J. H. Gagne, J. L. Rouillard, H. Charette, and O. Paquette.

Mr. Leger in calling the meeting to order when full justice had been done the viands thanked the members of the association for the manner in which they had responded to his invitation, and asked that they work for the welfare of the association. He thought the banquet would have many good results for the most of the retail hardware men of Montreal were present and could discuss the general interests of their trade. It was in the interests of all the merchants that they become identified with the asada, and incidentally congratulated the hardware section upon the progress they were showing, and included in his felicitations the president Mr. Leger for the good work he had done for retailers in general. F. C. Lariviere replied to the toast of the Board of Trade and Mr. Jeannotte to the toast of the wholesale hardware dealers. J. A. Beaudry complimented the hardware retailers upon the example they were setting to the other merchants. At the suggestion of F. C. Lariviere questions of interest to the hardware trade were taken up and discussed and a very profitable hour or more was spent. Altogether, the banquet combined pleasure and business in delightful proportions.

Advertising Through Monthly Circular

How Live Western Dealers Overcome Absence of Local Paper—Circulars Sent Every Month to Surrounding Population—Formerly Used Newspapers in Nearest Large Towns—March Circular Reproduced and Reviewed.

Out in Foxwarren, Manitoba, there is a hardware firm who are strong believers in advertising. The town is small, and no newspaperman has yet considered it worth while to publish a weekly sheet there.

But that didn't daunt this enterprising hardware firm—Dunlop & Rorke. Having no paper in their own village, they commenced placing their advertising in local newspapers of the surrounding larger towns.

This, however was getting a little out of their constituency, and they found out that they were not reaching the people closer to Foxwarren, who were their natural prospects.

Monthly Circular Decided Upon.

How were they to reach these people, seeing that they had no local paper of their own, and couldn't use those of neighboring towns to advantage? They decided to issue a Monthly Circular, and brought this plan into operation at the beginning of the year. In a letter recently received from them, by Hardware and Metal, they say:

"We enclose a copy of our circular for March, and would like your opinion on it, as we are not old hands at the business, and not above accepting advice."

The Monthly Circular Idea.

Under ordinary circumstances, sending out monthly circulars is a more expensive and less satisfactory means of advertising, than using the local newspapers.

It is a much more complicated proposition, to begin with. The very first thing necessary, is to develop a mailing list, and, to cover a district as carefully as would the local paper, would mean a great deal of work in compiling the list, and unremitting diligence in keeping it up-to-date, free from names of people who had left the district. Another difficulty would be, to see that the list did not overlook anybody who was at all likely to become a customer.

And, getting down to the fine point, it must be admitted that the average circular letter, in the average Canadian community, meets with a somewhat frosty and even hostile reception. The waste basket or the kitchen stove is its usual receptacle, after a very cursory examination of its contents. It hasn't much effect. On the other hand, the local newspaper is carefully searched, for particulars of what So-and-so is doing, and a well-written ad. is bound to receive attention. Everybody who has any interest in the town or village, subscribes for the paper, and the advertiser needn't worry about a mailing list. The district he wishes to reach is covered like a blanket by the newspaper.

Where There is No Paper.

But, of course, the proposition is a different one where there is no newspaper. Of the alternative schemes, billboards, posters or signs would involve a large original outlay, and, where the population is scattered, as it probably is in the vicinity of Foxwarren, these schemes would be out of the question.

It therefore looks as if Dunlop & Rorke had decided upon about the best means of advertising themselves in the Foxwarren district, when they commenced issuing a monthly circular. If they are careful to keep their mailing list in good shape, they should have good results from this plan. In a new district, people are not accustomed to receiving so heavy a mail, as in the more settled parts of the country. A circular letter therefore has a more friendly reception, and it will be much more effective, in a new country.

March Circular Reviewed.

Foxwarren, March 1, 1911.

"We have secured the services of Mr. L. Rea, of Mattawa, Ontario, for our tinshop, and he will be with us on March 16th. Place your orders now for tanks and eavetroughing. There is always a rush for this work in the spring and orders will be filled as booked.

We will carry a complete stock of building material and present prices are: Nails, $3.85 per cwt.; plaster paris, $1.25 per cwt.; cement, $1.15 per cwt.; wood fibre, $18.00 per ton; Kelly Island lime, $2.50 per bbl.; chimney tile, 50c per foot; brick, car lots on track, $15.50 per thousand.

We always have a well assorted stock of furniture on hand, including carpets, linoleums, window-blinds, curtain poles.

We are always pleased to show our goods whether you purchase or not, and as we buy direct from the manufacturer our prices are the best obtainable.

Yours truly,
Dunlop & Rorke."

It was a good idea to jump right into things, by saying "We have secured the services of Mr. L. Rea, etc." instead of the usual, "We beg to advise you." But, it is likely that the public would be interested in knowing something about Mr. Rea—especially as regards his ability in the tinsmithing line. Why not give them a little information?

This letter is intended to sell goods, or at any rate, to bring customers into the store. This being the end in view it would seem that the circular is not worded strongly enough to accomplish its purpose. There is no positive invitation for the reader to visit the store, or do business with it, except the one sentence: "Place your orders now, for tanks and eavetroughing." Customers who want building material, will probably be interested in the statement that: "We will carry a complete stock of building material," but it would be better advertising to actually ask them to buy this building material. The same may be said about the stock of furniture.

Since Dunlop & Rorke have asked Hardware and Metal for advice, they will not resent the following suggestion for a circular letter on the same subject as they have selected:

Foxwarren, March 1, 1911.

Dear Sir,—We have managed to secure the services of Mr. L. Rea, for our tinshop, and he will be with us on March 16th. Mr. Rea comes from Mattawa, Ont., where he has had several years experience in high-class tinsmithing. He will specialize on tanks and eavetroughing, and will fill orders as they are booked. Place your orders now, so as not to be disappointed when the spring rush commences.

Will you give us your business in building material? We carry a complete stock, and our present prices are:

Nails	$3.85 per cwt.
Plaster Paris	1.25 per cwt.
Cement	1.15 per cwt.
Wood Fibre	18.00 per ton.
Kelly Island Lime.	2.50 per bbl.
Chimney Tile	.50 per ft.
Brick, car lots on track	15.50 per m.

Have you examined our stock of furniture? We have a splendid assortment, and can furnish your home tastefully and comfortably, at reasonable prices. For instance, we have an extension dining-room table in quarter-cut oak, golden finish, 48 inches wide, with extension to eight feet, which we are selling at $——. We also carry carpets, linoleums, window blinds and curtain poles.

Do not hesitate to call upon us, even if you are not thinking of buying. We shall be glad to show you our stock without putting you under any obligations. Drop in the next time you are in the village, and look over our values. We can save you money, because we buy direct from the manufacturers.

Yours truly,
DUNLOP & RORKE.

ADVERTISING THAT MADE GOOD.

It is not so many years ago that the Russill Hardware Co., of Toronto, was a very small concern, and didn't cut much of a figure in the mercantile life of the Queen City. To-day there are few hardware stores in Ontario which have a larger turnover than this firm.

This success has, in a very large degree been due to the excellent newspaper advertising which the Russill Hardware Co. have done ever since the firm have been in business. Even in a city where huge department stores thrive as nowhere else in Canada, the Russill concern has met them at their own game, and not come out second best.

Strong Weekly Ads.

Every Friday, the Toronto evening papers contain a big ad. from the Russill Hardware Co. It is generally three columns wide, and the full length of the page. The ad. itself is divided into three columns, each of which is sub-divided into a number of panels and each of these panels is devoted to just one article. In almost every case there is an attractive little cut to illustrate the article described.

The cuts play a very important part in the effectiveness of these ads. In fact, the ad. would not be read by half as many people if the cuts were not used. Anyone who disputes this statement should carefully examine the ad, which is reproduced on this page. Would this copy be half so interesting or attractive without the little cuts?

Owing to the shape of Hardware and Metal's page, this whole advertisement could not be reproduced. The bottom part had to be cut off, but sufficient is shown to give a good idea of the Russill Hardware Co.'s advertising methods.

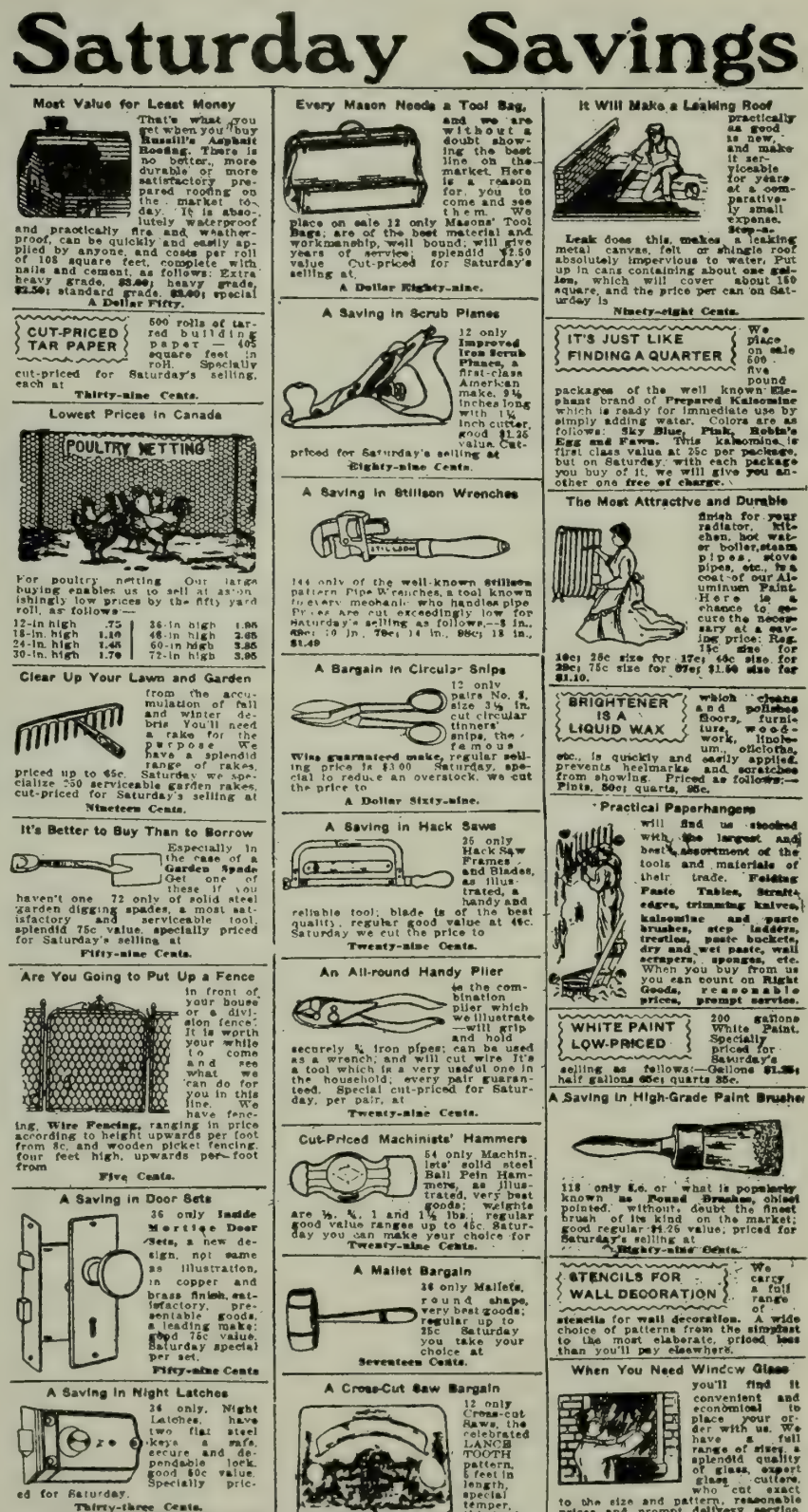
Brief, Pithy Descriptions.

This style of copy has been followed by the firm for a number of years. The panels into which the columns are subdivided, are devoted to brief and pithy descriptions, set off by a small cut that tells the story, and closed by quoting a price.

And notice the head lines of each paragraph. "Clear Up Your Lawn and Garden," "It's Better To Buy Than To Borrow," "Every Mason Needs a Tool Bag." These are catchy, especially when accompanied by a cut which clinches the point suggested in the head line. A good illustration and a good head line make a great team.

Learn by Example.

Here is advertising copy which has undoubtedly made good. It will be worth a hardwareman's while to study it carefully, and see if there are not some features which he can adapt successfully, to his own advertising



Part of Russill Hardware Co.'s Ad.

1900 Gravity Washers

Makes Wash Day Easy

The tub of the 1900 Gravity Washer is constructed of cypress lumber, which being thoroughly kiln dried is heat proof and naturally water proof.

It is easily the simplest and most reliable washing machine invented. Easily operated. Gravity does the work, washing a tub full of clothes in six minutes, with no wearing or tearing of the clothes, no matter how fine and delicate the fabric. We guarantee this machine to wash clean a blanket as well as a handkerchief

We are sole agents. See this washer before buying

McMURTRY HARDWARE COMPANY

N. B.– Sap pails, 11c each, any style

Artistic Bathroom Fittings

All Beautifully Nickle Plated on Brass

Useful and Ornamental

SOAP DISHES	TUMBLER HOLDERS
GLASS SHELVES	SPONGE HOLDERS
WHISK HOLDERS	TOOTH BRUSH HOLDERS
BATH SPRAYS	TOILET PAPER HOLDERS
ROBE HOOKS	SHAVING MIRRORS

TOWEL BARS IN NICKLE AND GLASS

W. H. THORNE & CO., LTD.

Market Square and King Street, St. John, N. B.

Bates-Freeman Hardware Co.

Everything in Hardware!

Now is the time for SPRING HOUSE CLEANING, and we are prepared to supply you with the finest assortment of

Wall Paper In Beautiful Up-to-Date Brightling Studies, Oakew Grains, and Sanitary.

Paints We carry a full assortment of the celebrated S. & W. and Scotia Paints. These brands will cover more and wear better than any Paints on the market.

Church's Alabastine will transfer the ugliest walls into walls of beauty. Try it. A large assortment always on hand.

Our prices are the finest Special attention given to mail orders.

P. R. SEMPLE

East Florenceville, N. B.

Dealer in

Hardware, Plumbing, Tinware, Furnaces and Stoves

The

New Empress Range

manufactured by the National Mfg. Co., of Ottawa and Brockville, is the best on the market today. Come and see it. Ask us to prove the assertion.

Washing Machines

From the Best Manufacturers for the Best Possible Value

See the Most Up-to-date Wringers, Scrub Brushes, Mop Sticks, Etc.

N. D. ROUGVIE

Everything in the Hardware Line

Front and Christina Sts. SARNIA

ART BATH ROOM WARE

We have a most excellent variety of the finest conveniences made for your comfort in all styles, every one warranted by the makers, Art Brass Co., N.Y., finished with the brightest, heaviest nickel you ever saw, and at prices to suit all purses.

We invite you to call and **Let Us Show You**

The DeWolfe Hardware Co., Ltd.

Phone 21. Box 70. Cor King and Union Sts., St. Stephen

WHEN MAKING YOUR PLANS FOR SPRING, DON'T FORGET WE SELL THE

Elephant Brand Mixed Paint

The brand that has stood the test for many years

Sold in any quantity from half pint to a barrel

Pratt & Lambert's and Berry Bros.' Varnishes always in stock

Watts & Bate Limited

The Queen St. Hardware Store

HARDWARE!

LIME, PLASTER, CEMENT, NAILS, LOCKS, KNOBS, HINGES, PAINTS, OILS, ETC. Our Stock is now complete. It will pay you to call or write and get our prices.

DON'T FORGET THE PLACE

LAWLOR & CAIN

Central Hardware Store. Opp. Post Office. Phone 264

Mr. Lumberman:

Now is the time to look carefully over your supplies.

See that you have plenty **SAWS, SAW BITS, BOOT CALKS, PEAVEYS, BELTING, BELT LACING, OILS, Etc.** If not, drop us a line.

The Lawrence Hardware Co. Ltd.

HALIFAX, N.S.

Advertisements of Canadian Hardwaremen Chosen at Random.

Review of Canadian Hardware Advertising

Value of Illustrations Not Fully Recognized—Dealers Must Study Progressive Advertising—Some Weaknesses Pointed Out, and Remedies Suggested—"Announcement" Style of Advertising Condemned.

In looking over the newspaper advertisements of retail hardwaremen throughout Canada, it is surprising to notice what little use is made of illustrations, in order to draw attention to the announcements. Out of dozens of hardware ads. which are constantly coming under the writer's notice, only a very insignificant proportion of them are illustrated at all, and, even in the isolated cases where cuts are employed, it is but seldom that they are used to best advantage.

On the opposite page, are reproduced, nine advertisements of hardwaremen, which appeared in last week's issues of their respective local papers. It will be noticed that not a single cut is used in any of them. Just look over all those ads. carefully and estimate, in your own mind, how much their pulling power would have been enhanced, had they been appropriately illustrated.

Dealers Must Study Advertising.

The time for apathy on the part of retail dealers, as regards newspaper advertising, is past. Every wide awake hardwareman must recognize that advertising is a very important phase of modern business procedure. If any hardwareman should place an advertising contract with his local paper from sentimental reasons, because the editor needs the money he would not be fair either to the editor or to himself. The editor is making him a straight business proposition—giving him an opportunity to increase his business. If he looks upon the deal as a donation to charity, he isn't at all likely to make the best of this opportunity, and his copy will be so slip-shod that it will not bring him any results.

"What's the sense of advertising?" some hardwareman may ask. "I am doing enough business to suit me without paying to put my name in the paper."

Of course, good advertising is primarily intended for those who wish to increase their business, but even for the "standpatter," it must now be considered an essential. There are dangers threatening the hardware trade, which are only to be combated by carefully thought out advertising. In view of this condition, the progressive dealer who is looking for a wider patronage must advertise, but so, too, must the man who wants to hold the trade he has.

Advertising Has Reared a Competitor.

Within the past few years, there has sprung up a formidable competition which threatens the prosperity, not only of the hardware dealer, but of the retail trade in general. This is the competition of the catalogue house, which has been built up solely by good advertising.

In the United States, shopping by mail has become a disease, with a large proportion of the population, and hardwaremen find catalogue house competition the biggest problem which confronts them. In their conventions and through their trade press, they have discussed the question from every standpoint, and it is being realized more strongly every day that, as the catalogue houses have been built up by advertising, the best way for the hardwareman to hold his end up, is also by advertising.

In Canada, this mail order competition has not reached the same proportions that it has in the States, but it must be admitted that tremendous strides forward are being taken, and it is high time for the hardwareman to fortify himself against it. Taking advantage of the experience his brother dealers have had, in the States, and of the decision they have reached, it is for the Canadian hardware dealer to brighten up his advertising.

McMurtry Hardware Co.'s Ad.

At the top of the opposite page, appears a cracking good washing machine ad., with three exceptions. The first exception is the ungrammatical headline. It should be changed, either to "1900 Gravity Washers Make Wash Day Easy," or "1900 Gravity Washer Makes Wash Day Easy," and the latter is to be preferred, as the ad. is appealing to individuals who will buy only one washer at a time.

The second exception is the fact that no cut is used. An illustration of the washer would have aided greatly in attracting attention to the ad. Of course, it would have taken up some space, but, with the cut, the head-line need not have been quite so heavy, and a little room could have been saved that way.

The third exception is that a price should have been quoted. The copy is exceedingly well written, so that anyone reading it, would naturally want to know the price of so good a washer. Hardware and Metal believes just as strongly in publishing prices in an advertisement, as it does in the use of price tickets in a window display.

Bates-Freeman Hardware Co.

It is evident that this firm are in the habit of changing their advertisements regularly, as they are advertising house cleaning necessities in good time. The tone of the ad. is hardly positive enough. "We are prepared to supply you" sounds just a little condescending. "Come and make your selection from our fine assortment" would sound more as if the Bates-Freeman Hardware Co. were really anxious to do business with the people who read their ads.

Another mistake in this ad. is in the use of too many technical terms which will not be fully understood by the ordinary reader. For instance in connection with wall paper, the copy will miss its aim because people outside the trade, will not know what is meant by the terms "Brightling Studies," "Oakew Grains" and "Sanitary." A sentence of explanation regarding each of these styles, telling in what rooms they could best be used, would have improved the copy.

With reference to paints, also, the brands "S. & W." and "Scotia" will not mean anything to the layman, and, for that reason, he might feel inclined to doubt the veracity of the general statement that they will "cover more and wear better than any paints on the market." If this statement is true, there must be some reason for it, and the prospective buyer will be more apt to be influenced, if he knew the reason. The good ad-writer will tell him the reason. It is generally agreed among the advertising fraternity, that "Reason Why" copy, as it is called, is the most effective kind, if not carried to extremes.

De Wolfe Hardware Co.

This copy is too general and indefinite. At first sight, it is not very clear whether it is supposed to be an advertisement for bath tubs and basins, or nickel bathroom fixtures, or both. A well chosen cut would have cleared up the mystery to some extent.

The man who was responsible for this copy knows how to write, but he should bear in mind that, when he writes an ad., he is trying to sell something, and what he says must on that account be definite and to the point.

Lawlor & Cain.

This is the old fashioned "announcement" style and cannot be called an advertisement. The space is small, but it could be better used in some such way as this:

Try Us For Your Hardware Needs.

We are offering some tempting prices on a complete stock of building ma-

The New Hardware Store

BUY GRANITEWARE SATURDAY

Why? Because by a fortunate purchase we are able to offer a range of goods the quality and price of which has until this shipment been unheard of in our store or any other store.

Read Carefully These are not single coated goods, but "Seconds" in the highest grade White, Blue and Grey Enamelware

Wash Basins In four sizes. These come mostly in white, rare bargains at 10c., 15c., 17c and ... **19c.**

Double Boilers Finest Blue and Grey granite you will want one if you see them, 3 sizes, special at 25c, 38c., **49c.**

Deep Stove Pots Best double coat Grey Granite, with pit bottom, the same pot in our regular stock sells for 75c., sale price ... **50c.**

Dish Pans In Grey. We have exactly what will suit you in size. at ... **25c.**

Water Pails Seamless Grey, Blue and White, just as cheap as tin or galvonized iron. We have never before been able to offer anything like them for the price, 35c., 40c., 43c.... **49c.**

Chambers Medium size in grey at 19c. and 28c; extra large in white enamel at ... **33c.**

Chamber Pails Large size, in grey double Granite, a rare bargain at ... **75c.**

Enamel Tea Kettles In Grey, pit bottom, to fit No. 9 stove; regular price $1, Saturday bargain.. **69c.**

Pie Plates In Grey Granite. It's not often we can offer you a 9" plate at this special price, each ... **5c.**

Windsor Dippers One quart size in White and Blue. Usual price for same goods 30c., sale price ... **17c.**

Granite Cups and Mugs A large assortment of different shapes & sizes, they come in Blue, White and Grey, 5c., 7c. ... **9c.**

Soup or Porridge Bowls The larger ones make splendid mixing bowls, in white enamel only, at 8c. and ... **10c.**

Large Mixing Bowls In White; a rare bargain at ... **23c.**

Round Pudding Dishes In White and Grey. We have lots of them, but at these prices you will require to come early. Sale price 8c., 10c. and... **15c.**

Preserving Kettles In Grey and Blue ware, all sizes; special price 15c., 20c., 25c. ... **40c.**

REMEMBER, YOUR MONEY BACK IF YOU ARE NOT SATISFIED.

F. E. HENDERSHOT, Mount Forest.

Advertising That Should Pull Business.

terials, paint, oils and general hardware. Come in and examine our goods and values. You are sure of courteous attention whether you buy or not. You'll find it handy to drop in while waiting for your mail.

Don't forget the place—across from the Post Office.

Lawlor & Cain,
Central Hardware Store.

W. H. Thorne & Co.

The space used by this firm was of good size, and it would afford scope for some fine copy. As it is, however, the same criticism must be applied to this ad., as to the previous one. It is simply an "announcement," giving merely a list of some articles which W. H. Thorne & Co. have for sale.

P. R. Semple.

This is another ad. of the "announcement" type, except for the brief store talk at the close. "Ask us to prove the assertion" is putting it up to the customer a little too strongly. He is not particularly interested in whether the dealer can prove his statements.

Watts & Bate.

Good paint advertising should suggest the advisability of protecting property and improving its appearance, by the use of paint. It is certain that a number of people will decide to paint on their own initiative and those of them who read the ad., may not forget that Watts & Bate handle a certain line of paint. A better line of argument would be, first to arouse a desire for paint, and then give some reasons why the particular paint handled by the firm would fill the bill.

N. D. Rougvie.

This is another ad. which misuses a good sized space. The consumer is a little chary of the word "best" which is not backed up by a logical argument. A cut and accurate description of the leading washers carried by Mr. Rougvie together with prices, would have been more effective, and would have given the advertising a better chance to make money for him.

Lawrence Hardware Co.

This ad. is a very mild appeal for business. The heading "Mr. Lumberman," is not so effective as, for instance, "Lumbering Supplies," and a cut of a cross-cut or circular saw would further assist in gaining the attention of lumbermen. By bringing out the point that a full line of lumbering tools and belting was carried in stock, and that a specialty was made of filling mail orders from even the most remote camps, a good ad. could be made.

F. E. Hendershot.

If Mr. Hendershot keeps up this kind of advertising, he need not have much fear that the catalogue houses will drive him out of business. He uses his newspaper space as if he expected to get returns from it, and no doubt he does.

If Mr. Hendershot would increase the size of his ad. or advertise fewer lines so as to give him room for some cuts, it would be an improvement. Another suggestion is that he should emphasize, in heavy type, the lowest prices, instead of the highest. For instance, for wash basins, make the order 19, 17, 15 and 10c, with the last mentioned in heavy type. This would make the values show up more prominently.

Mr. Hendershot is to be congratulated on this copy. It doesn't give the housewife much excuse for not buying.

MAKE YOUR HEADLINES TALK.

Supposing to-morrow morning when you eagerly open your morning newspaper, that instead of the usual style of headlines that indicated perfectly the nature of the news you were about to read, you found over the various articles such headings as follows:

ANNOUNCEMENT.
ATTENTION.
LOOK HERE.
READ THIS.
EXTRAORDINARY.

Imagine hunting under these headings for your favorite murder, bank failure, railway catastrophe or high-life scandal!

Wouldn't you be disappointed in your favorite newspaper?

Wouldn't you feel trifled with? Well, isn't the same true of advertising?

If the copy reader of the newspaper, while editing the story of a railway wreck, should be so carried away by the excitement incidental thereto that all the heading he could put upon his story was—

"EXTRAORDINARY,"

he would lose control of his position on the pay roll.

If the society reporter should bring into the office an odoriferous yarn and try to start off with

"LOOK HERE,"

he would go to the bench.

Then why is it that some men that unfold their fountain pens to write news items about their business, use trite, vague, bromide, empty headlines?

Again, there are some business concerns that can think of nothing better than their first name to put at the top of their copy.

A proper name is not news once in a thousand times.

Putting it another way, a man is never news, but what a man does may be news.

If we, as advertisers, are going to carry the reader from the news of the world to the news of our shop, let us then study the characteristics of news stuff and put our story to him likewise.
—Mahin Messenger.

Developing Business in Sporting Goods

A Natural Adjunct to the Hardware Store—Great Deal Depends Upon Personality of Clerks—Good Athletes as Clerks Draw Customers—Patronage of Athletic Club Secured by Outside Work.

Hardwaremen who do not carry sporting goods are exception among the trade and they are actually few and far between. It matters not in what part of the Dominion you may find yourself, you naturally turn to the hardware store for guns and ammunition, fishing tackle, hockey skates and sticks, and other similar lines. They are generally considered as important and as necessary, especially at particular seasons of the year, as the majority of the other articles on the shelves. Hence, in the average retail hardware store the sporting goods department is an essential feature, but varying, of course, in extensiveness and attractiveness with particular stores.

It is hardly necessary to point out that the business in sporting goods throughout Canada is rapidly increasing. As season follows season, the weather changes, bringing back into favor new sports, and it is this succession continuing with unvarying regularity that keeps the sporting goods dealer ever on the alert.

Seasonable Goods.

For instance spring is approaching. The hardwareman is reminded of the opening of the fishing season and the business that is to be obtained by carrying a good stock of tackle, rods and the other paraphernalia all of which are necessary, in the background of future "yarns." Then, boating brings a demand for canoes and paddles and their numerous accessories. There are likewise outdoor sports of a more active character such as football, baseball, lacrosse, tennis, golf, and so on. There is no denying the fact that in this department a wide field is to be covered and that, if conducted in a proper manner, this feature may be made a real success.

A Successful Venture.

As a concrete example, the experience of the Jas. Walker Hardware Co., Montreal, is interesting.

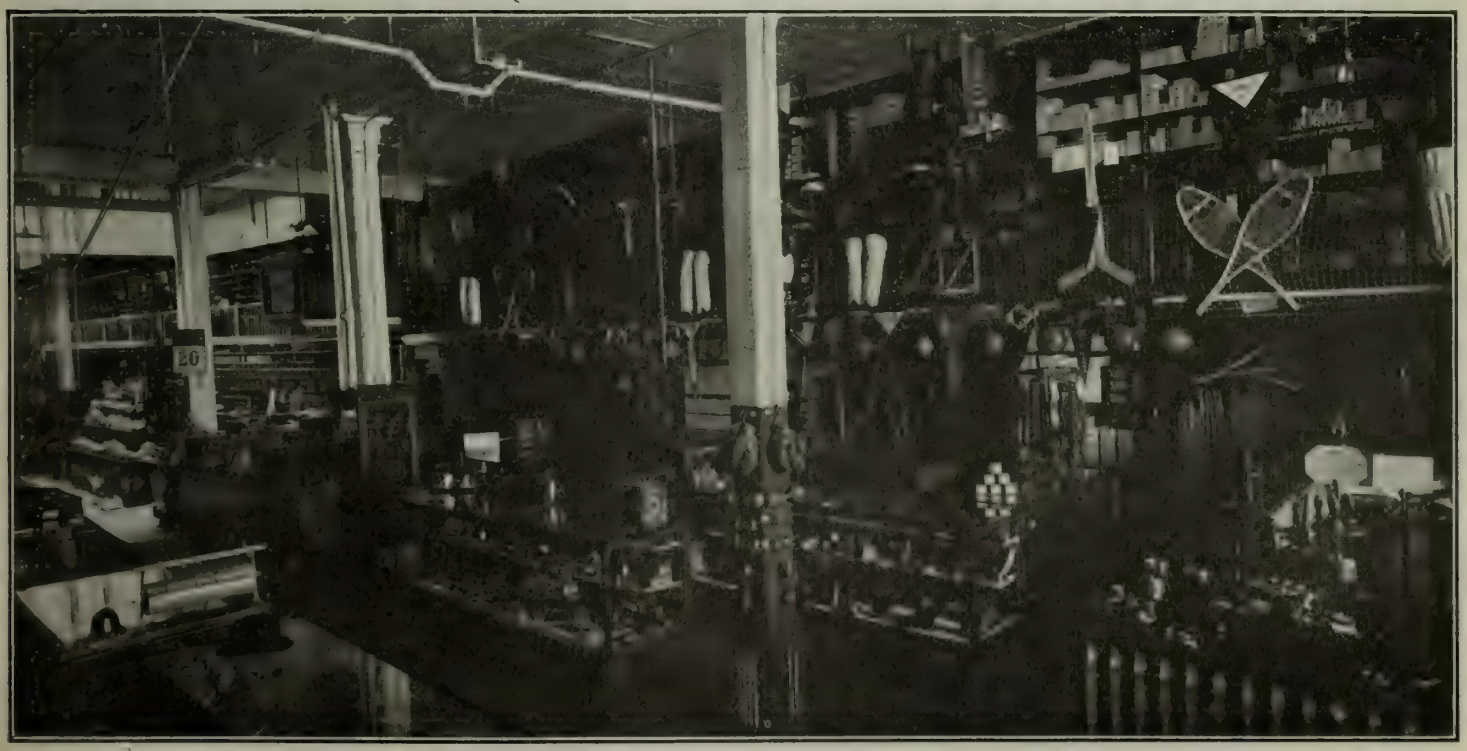
Just a year ago a sporting department was opened and placed under the management of R. P. Gordon who has specialized in this direction. A liberal floor space was devoted to the new venture which was not confined to a few lines such as fishing tackle, guns, etc., but was to be as comprehensive as it was possible to make it. It was not long until an assistant was required and it is now intimated that preparations are under way for the increasing of the size of the department to just double what it has been. This is in itself sufficient indication of the success that has been achieved in this particular store and what can no doubt be gained, to a certain extent at least, by other stores throughout the country that are not making the most of their opportunities to build up a business in sporting goods.

Quality an Essential.

A high quality of the goods, Mr. Gordon asserts, is one of the essentials in this department. Arrangements should be made with a recognized manufacturing house or jobber for their lines. In some cases a reliable guarantee can be secured with different articles and the obtaining of a good buying price counts for a great deal in the future selling endeavors. Satisfaction through quality is probably the corner stone in the building up of a business in sporting goods.

Variety of Stock.

Another point to be remembered is that the greater variety of sporting goods carried, the better. If the public form the opinion that "if it's in sporting goods it is at so-and-so's" the prestige of the house is greatly enhanced among those who require sporting goods. In smaller cities and towns hardwaremen may not feel willing to go extensively into this department, but they can do a great deal of business through catalogues by representing some manufacturing or jobbing firm. In any case, the retailer should strive to devote a certain



Corner in Sporting Goods Dept., James Walker Hardware Co., Montreal.



A Sporting Goods Window Shown By M. Weichel & Son, Waterloo.

part of his store solely to this department and to have some particular clerk empowered to manage it.

Window Displays.

One favorable feature in regard to the handling of sporting goods, apart from the natural demand, is that they lend themselves to attractive window arrangements. Mr. Gordon stated that the experience of the Jas. Walker Co. in this respect was very gratifying. Many results could be directly attributed to the silent salesmanship the windows had performed. The displays were not only attractive but when price cards were added the combination possessed a strong selling power. The addition of the photographs of big league baseball players and the stars of our own national game, lacrosse, when the season is opened and even previously, the displaying of various pennants of Canadian colleges and city associations, and the handling of what might be called specialties to this department, safety razors, etc., augment the attractiveness and selling power. These specialties are likewise in good demand.

Personal Work.

Sporting goods also permit of almost unlimited personal work. This methods of getting business is as applicable to the retailer in the small town as to the city hardware store. Soliciting athletic clubs at the opening of various seasons brings much new business, especially if the retailer has a good proposition to offer. It is at this stage that the reputation of his stock and the price he can offer are particularly effective. Mr. Gordon in referring to this feature cited cases in which new business had been secured by personal work. Seeing the secretaries of clubs, sending out carefully prepared circular letters that have a personal tinge and other methods of this kind prove highly satisfactory. Baseball and football suits, hockey sweaters, and the complete outfitting of teams constitute a very important item in sporting goods and it is in the securing of this business that personal work counts for a great deal. A good window display may help to sell lacrosse sticks, baseball mitts, hockey skates, punching bags, etc., but there is likely to be competition for the equipping of clubs and business of that nature, and going after it is almost necessary. Certainly it is advisable.

Making the Plunge.

When the Jas. Walker company opened their sporting goods department it was introduced to the public by a single insertion in two of the leading daily newspapers in the city. In addition, schedules of the Eastern League were printed and were distributed as an advertisement of the new department.

Notes.

A complete sporting goods department even includes lacrosse boots and running shoes.

Punching bags, dumb bells, Indian clubs and the patented exercisers are always in good demand and should be given a front position in displays now and then.

A sporting goods department finds safety razors, flash lights, hunting knives, and other specialties are worth handling. Generally a show case of specialties is given a prominent position.

While the writer was in the Jas. Walker store a young man entered and passed over a dollar for a dozen safety razor blades. It may be significant to note that they were on display in the window at the time.

Pennants are rated a necessity for this department. They are put to many uses. Every den should include them in their decorations, clubs demand them, and they are favorites with owners of canoes, automobiles, motor boats, etc. They are in fact good sellers and are valuable in window decorations and in giviog the department a finishing touch.

The success of the department undoubtedly depends to a great extent upon those who have charge of it. If the proprietor carries a good line of sporting goods, his success is more assured if he has a clerk who is interested in athletics and takes an active part in them. Also if he is a favorite or is esteemed in sporting circles. There are hardware stores who are not making the most of this department and who possess in some cases several clerks who are well qualified in this respect.

Tennis and golf, curling and bowling on the green, should not be neglected. In fact the department is a big one and demands close and capable attention.

And lastly, fishing tackle, and guns and ammunition! These alone are important branches of the hardware trade. It is hardly necessary to say that they prove most successful when they are in the hands of a clerk who knows something about hunting and fishing and just what goods are suitable.

ATTENDING NEW ENGLAND CONVENTION.

Ald. R. C. Chown, of Belleville, President of the Ontario Retail Hardware and Stove Dealers' Association, has left for Boston to attend the annual convention of the New England Hardware Dealers' Association which is being held in that city this week.

Thomas Frost, who has been traveling for Pease-Waldon Co., Winnipeg, has joined the staff of the Waldon Heating & Engineering Co., as traveling representative West of Winnipeg.

An Improvement in the Retail Selling of Paints

Dealers are Showing More Enthusiasm and Discernment — How a Toronto Hardwareman Secures Business—New Window Displays Necessary—A Big Year is Anticipated—Loyalty of Dealers is Growing.

Knowing that few dealers sell much paint until the spring season actually opens, the Toronto salesmanager of a large paint firm was considerably nonplussed at a series of large repeat orders from a Yonge Street hardwareman. The orders became so frequent that the salesmanager thought he would enquire and see by what magical methods this dealer was managing to dispose of so much paint so early in the season. He called the dealer up over the 'phone and asked him what he was doing with all the goods he had been ordering. "Selling it," was the laconic response. Further enquiries elicited the information that the dealer had learned some time before of several large painting contracts to be carried out and had made an effort to land them, which had proved successful. One was for the painting of a large garage, which the owner wanted redecorated before the motoring season opened. As each of the buildings was in a different part of city, and not one of them within two miles of the store, which supplied the paint, it will readily be seen that the influence of this dealer was anything but local.

The hardwareman in question was W. R. Tait, successor to J. W. Oram, 836 Yonge Street. Mr. Tait has gained quite a reputation as an aggressive paint retailer and it certainly looks as though he is getting away to a flying start this year. He believes, in the first place, in adequate display. On entering his store, one is immediately struck with the size and attractiveness of his paint display. The stock is not placed at the rear, as in so many hardware stores, on the contrary it occupies all one side of the store. Facing the door is a rack filled with varnish stock, and at intervals paint boards are suspended. Altogether paint bulks very largely in the interior arrangement of this store and, from the size of the stock carried, it will readily be understood that a large trade is carried on in the department.

Relies on Service.

In addition to display, Mr. Tait relies very largely on prompt service in securing, and holding, customers. He has made it a point to always deliver goods instantly, particularly when the order is for paints. "I know from experience," he declared, "that when a man orders paint, he wants it at once. This is particularly the case, if it is a repeat order. When a painter runs short of a certain color while at work, he probably has to wait until the new supply arrives. If the paint is delivered in the shortest possible time that it would take the boy to get out there from the store, you have made a permanent customer. But if it does not arrive say for an hour, or two hours, or half a day, that man swears he will never deal with you again; and he means it."

Mr. Tait has already done a good amount of business this season, both in prepared paints and varnishes. The demand for the latter will not begin properly, however, until the moving season is in full swing. As will be noted in the accompanying illustration, he already has his stock in apple pie order for the spring rush. He carries a complete assortment of all varieties of paints, pretty well all the year around.

Another Yonge Street dealer, who has established a splendid paint trade, is A. A. Moses. He is also a firm believer



Photograph of store of W. R. Tait, Yonge Street, Toronto, showing the large paint stock carried. Mr. Tait believes in featuring paints and gives one whole side of the store to that department.

in the effectiveness of display. His paint stock is given a prominent place in the store and window displays are always arranged at seasonable times.

Mr. Moses is a stickler in the matter of keeping his stock right up to the mark. He keeps it continually "sorted up" and never allows odds and ends to accumulate. "At the present time," he told the writer, "I have probably only a gallon of paint which has been in the store for any length of time. The rest is all practically new stock."

This very desirable condition of affairs is arrived at by putting the new stock at the back of the shelf. As sales are made, the cans at the back are promoted to the front rank and, when their turn arrives, are handed out to customers. This method results in keeping the stock always fresh and salable.

Prospects are Good.

After talking with a dozen or so hardwaremen in different sections of the country, the writer reached the conclusion that the trade, as a whole, is anticipating a brisk season in paints. Despite the fact that the price has seen some advances, the average customer does not demur. He pays over the extra five or ten cents, as the case may be without a murmur, realizing that the cost of everthing has advanced of late and that paints are, if anything, cheaper in comparison with other commodities.

"I haven't had a complaint yet," declared one dealer. "That is, from householders. Some painters have been refusing to buy oil and turpentine and are probably using substitutes, but I find no tendency on the part of the general public to abstain from buying. I am anticipating one of the biggest years on record in the paint trade."

There is every indication at the present stage of a splendid year in building operations. From every section word comes of extensive plans being laid. This means that the demand for paints will be proportionately large and dealers should not hesitate to prepare for a brisk season.

Too Few Window Displays.

"There has been a big improvement of late years in retail paint selling," said a manufacturer, the other day, "but there is one direction in which there is still lots of room. We do not see enough window displays of paint stock. Why this should be is hard to tell, because for one thing a paint window is probably the easiest of all to arrange. It does not entail any heavy handling and the compact nature of the goods facilitates the arrangement in the window. Further, nothing is more effective in making sales than a good paint window. My advice to retailers is to pay more attention to this feature, commencing with the present season."

If a dealer finds it difficult to get ideas for window displays, he can always apply to his manufacturer and a ready response will be given. It should not be hard, however, to plan an attractive or original method of showing paint supplies.

Dealers are Loyal.

What is needed more than anything else in selling paints is enthusiasm. The dealer who believes in the particular make that he is handling,—who believes in it whole-heartedly and without reserve, is going to make a success of that line. His enthusiasm will, to some degree, communicate itself to his customers and they in turn will begin to think that particular kind of paint the only kind in sight worth having.

This brand of loyalty is becoming much more common nowadays. During the course of a round of calls the writer was told by four or five different dealers that the make of paint each one carried—it was a different make in each case—was beyond all doubt the best on the market. They spoke in all sincerity.

This can be accepted as a sure sign that the hardware dealer is commencing to feel the interest in paint that the importance of the department warrants.

Selling Paint Requires Special Knowledge

Uses of Paint Have Multiplied in Recent Years — A Special Paint for Every Purpose—Dealer Must be Able to Advise.

The paint dealer, nowadays, must have a great deal more knowledge of his wares than in the olden times (not so many years ago either), when he sold his white lead and colors by the pound and his linseed oil and turpentine by the gallon. In those days, it was simply a case of measuring or weighing the commodity, and passing it over the counter.

But the tremendous development of the mixed paint industry, has changed all this. Now, there are house paints and floor paints and barn paints, each made according to a certain formula, excellent for its own purpose, but unsuited for many requirements, and then, there are floor stains, floor varnishes, and stains and varnishes combined, and no end of finishes for walls and ceilings.

When the poor ignorant householder decides to paint his porch floor, he enters the hardware store, looks over the color cards, and selects the color he wants.

"Give me half a gallon of No. 999" is is his order.

Now, it happens that No. 999 is a most excellent carriage paint. It finishes hard with a beautiful gloss. In fact, it is everything that could be desired, for the one particular purpose which the manufacturers had in view, when they made it. But it will not stand the wear of hob-nailed boots, and the poor householder is grieviously disappointed with its effect on his porch floor. It wasn't meant for that, but how was he to know, if the hardwareman didn't tell him?

A young married man who had just bought a new house in the west end of Toronto, went into a near-by hardware store, the other day, to get some floor finish. He had bought some down town, but had run out, and wanted to match what was already on, as closely as possible.

This store didn't carry the particular make the young man wanted, but he noticed that the shelves contained an assortment of another high grade line, and he thought he could get what he wanted.

"Floor stain!" exclaimed the dealer in a puzzled way, when the question was put to him. "I don't know just what that would be. We have a wood filler, if that will do."

"No," said the young man, "what I require is a stain, dark oak color, which goes on over a ground color."

After much rummaging around, the dealer finally produced a combined wood stain and varnish of the proper color, which looked as if it would do, but the "ground color" completely floored him.

"It looked to me like just an ordinary yellow paint," volunteered the young man. "I suppose it was intended simply as a surface on which to apply the stain."

The problem was still too deep for the dealer, so he called in his son, and they held a lengthy consultation, in which the young man also took part.

If there had been another hardware store in the neighborhood the young man would have escaped through the front door. But it was late Saturday afternoon, and he must have that floor in shape for Sunday, so he waited.

Finally, with many misgivings, father and son combined in mixing up a concoction of yellow ochre, turpentine and benzine, with which the customer hurried away.

The young man wasted over half an hour in his effort to buy this paint. He went away dissatisfied and disgusted, Through the ignorance of the dealer, who had failed to inform himself on the uses of modern mixed paints, he had lost a good half hour of his precious Saturday afternoon, and didn't get what he wanted in the end.

FASHIONS IN PAINTS.

While paints have not yet got into the same class as spring millinery, and probably never will, there has been an undeniable tendency, in recent years, for fashions in colors to change from season to season. Colors which are most in demand, one year, sometimes lose their popularity the season following, to be succeeded by another shade.

What is the reason for this peculiar tendency? This was the question which Hardware and Metal asked a large paint manufacturer the other day, and his reply brought out a very interesting phase which has developed in paint merchandizing during recent years.

Consulting Decorators.

The average man, in planning to paint the exterior of his house, or decorate the interior, is generally somewhat at sea, as to how to arrange his color scheme. If left to himself, he will in all probability select some atrocious combinations.

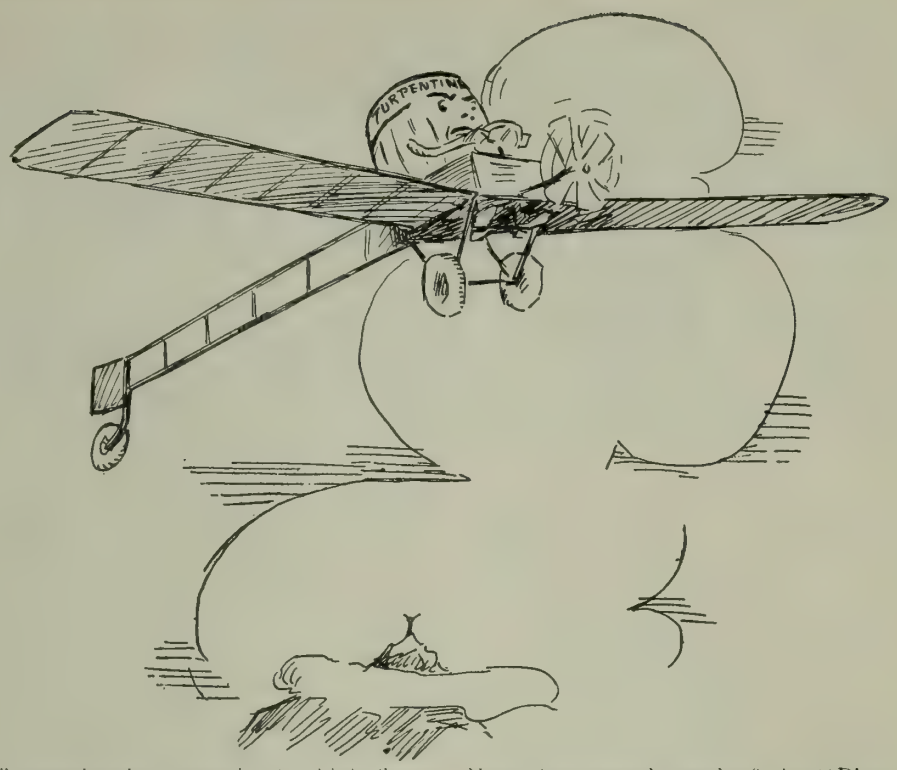
This fact suggested to enterprising paint manufacturers, a valuable service which they could render their customers, and it resulted in the establishment, by several large houses, of a special decorative department. The object of this department is to advise customers in the selection of materials and colors, to be used in their painting and decorating, and the scheme is having a very marked effect on the class of goods now being called for.

Why Fashions Change.

The changing fashions in colors, according to the manufacturer whose opinion is given above are due very largely to the influence exerted by these decorative departments. Being composed of color experts who make an exhaustive study of the decorative art, these departments are likely to advise inquirers along the lines of the most advanced ideas in decoration.

There is a tendency towards furnishing both public and private buildings, nowadays, according to periods. This is also extending to both interior and exterior decorations, so that the colors and materials used are dictated largely by the influence of the period, whose style is being followed in the furnishings. Certain periods, have a vogue at certain times, and, therefore, some colors come into special prominence.

The decorators who are constantly planning schemes in large buildings, to match period furnishings, naturally drift into a preference for the colors they have been using, and this preference is manifested in the color charts which they issue, and also in the color schemes which they suggest to patrons all over the country.



Turpentine has gone in for high flying. Note the upward trend of the "Bleriot" in which the trip is being made. If Hardware and Metal's cartoonist has correctly divined matters, turpentine is shaping to go still higher.

Thus it is, that the change in paint fashions, is not so much the result of a change in public opinion, as of a change in the preferences of decorative artists who are moulding public opinion.

THE DEATH OF THOMAS JOHNSON.

The death occurred on Monday at his residence, 176 Sorauren Avenue, Toronto, of one of the oldest and best known men in the paint trade in Canada, Thomas J. Johnson, superintendent of the paint department of the James Robertson Co. Mr. Johnson had been with the company practically all his life and had been in charge of the paint branch of the business for 34 years. During that time, his name became most widely known and the news of his death will be received with profound regret by manufacturers and dealers in all parts of the country.

He had been ailing for the past two years, but of late had seemed to improve; so much better had he seemed, in fact, that he had planned a trip to California. On Saturday, he was at his office arranging for the carrying on of the work in his absence and the thought of absenting himself from what had been his life work manifestly caused him much regret. Saturday night he became quite weak and gradually sank until the end. The funeral took place on Wednesday from the family residence, Rev. Mr. Bryan, rector of the Church of the Epiphany, officiating. There was a very large number in attendance.

The late Mr. Johnson was very closely connected with charitable movements and had for years been an earnest helper in the mission work of Rev. Canon Dixon. He was teacher of a large class for young men; in fact, church and charitable work had been one of the absorbing interests of his long and useful life.

He is survived by a widow, one son, H. Johnson, hardwareman on Dundas Street, Toronto, and three daughters.

Russian "Turps" Down.

It is a curious fact that the price of Russian turpentine has been going down on the British market almost as steadily as American has been going up. In Manchester, some dealers are asking £60 for American spirits of turpentine, and this figure will soon be recognized as inevitable. Thus the American variety has gradually gained in value £10, while in the same length of time, Russian turpentine has succeeded in losing 10s. The latter spirit does not, nevertheless, seem to be making any headway.

RETIRE FROM BUSINESS.

Toronto.—The hardware firm of G. and C. Harrington, Yonge Street, have sold out, after having been in business for over twenty years in the one stand. They took over the business formerly carried on by Joseph Moses, uncle of A. A. Moses, who is now successfully conducting a hardware business almost opposite on Yonge Street.



PAGE FOR HARDWARE CLERKS



Winners in Recent Contests

Brief Sketches of Successful Clerks, Who Should Have Bright Future.

EXPERIENCE BASED ON COMMERCIAL EDUCATION.

Aubrey F. Cunningham, of Dundalk, who won the first prize in our Saw Contest of the "What Would You Say" series, should be a good hardware clerk, and he is one.

He was born in Owen Sound, and received his public school education there. Entering the Owen Sound collegiate institute, he took up the commercial course, and gained a thorough grounding in the rudiments of business.



AUBREY F. CUNNINGHAM,

Winner First Prize in "Saw Contest."

Having made a splendid record for himself as a student, Mr. Cunningham entered the fine hardware store of Christie Bros. Co. as a clerk. He spent five years in this store, and, during his apprenticeship, he studied the hardware business as carefully as he had studied commercial subjects at the collegiate.

With this experience behind him, Mr. Cunningham was well equipped to go out into the world and make a name for himself. He accepted the opportunity of a clerkship in McDowell & Russell's hardware store at Dundalk, and he still holds this position.

From the work which Mr. Cunningham has done in the Clerks' Contests carried on by Hardware and Metal, it is evident that he is quick at sizing up a situation and that he presents his selling arguments in a logical and convincing manner. The future should hold some good things in store for him.

SPECIALIST IN HOUSE FURNISHING HARDWARE.

Robert McJannett, who won second prize in Hardware and Metal's "Saw Salesmanship" competition, is a Scotchman. He was born in the city of Glasgow, and received his education at the Grammar school there.

After completing his course at school, he became apprenticed to a firm of General and House Furnishing Ironmongers (as Hardwaremen are called in Scotland), located in Glasgow. He remained with them for six years, and at the end of that time, went to a country town in the south of Scotland, called Dumfries, to get an insight into country business.

After two years experience in the smaller town he returned to Glasgow, to take a position in the largest wholesale and retail business in the trade, there. Eventually, he entered the hardware department of the largest departmental store in Scotland, situated in Glasgow. For five years he specialized in high-class artistic house-furnishing hardware, in all its branches.

Last spring, Mr. McJannett came to Canada, to study conditions here, and immediately secured a temporary position with T. E. Hoar & Co., Toronto. A few months afterwards, he joined the staff of the Collingwood Hardware Co., of Collingwood, Ont., as first salesman.

A few weeks ago, Mr. McJannett resigned his position to look for a position in some of the larger centres, his experience since he came to this country, having put him well in touch with the way things are done in the Canadian hardware trade.

Mr. McJannett makes an excellent suggestion which will be followed up by Hardware and Metal, in the near future. It is that more attention be paid to high-class house furnishings, a branch in which much interesting and valuable information is to be gleaned. He feels convinced that the day is coming, when hardwaremen will be compelled to study these things, in order to give the proper sort of service to their patrons.



ROBERT McJANNETT,

Winner Second Prize in the Saw Contest of "What Would You Say" Series.

PROMISING YOUNG CLERK.

The second prize winner, in our "Washing Machine" contest, was the youngest clerk yet to come inside the honors. As may be seen from his portrait, on this page, Norman D. Nairn has many years of hardware experience ahead of him, but he has made such a good start that Hardware and Metal feels safe in predicting for him a prosperous future in the hardware trade.

After receiving a good public school education in a country school, Mr. Nairn spent a year in the St. Mary's High School. He then accepted a clerkship in the St. Mary's Hardware Co.,



NORMAN D. NAIRN, St. Marys,

Winner of First Prize in "Washing Machine" Contest.

entering upon his duties on April 1st, three years ago.

A young man who makes his debut in the hardware business on All Fools' Day, is likely to have his ignorance of hardware technicalities shown up rather glaringly, and in such a way as to cause much amusement among his fellow clerks. However, Mr. Nairn passed safely through the ordeal, and, judging from the contributions he has made in the "What Would You Say" contests, he has imbibed a lot of hardware lore during the past three years.

ONE THING AT A TIME.

Don't go at your customer like a cyclone, or you may spoil the whole sale. How many times we have heard a clerk rush over everything from A to Z in less time than he should really devote to ONE article. He might just as well have saved his breath and his customer's nerves. Take one thing at a time and do it well.

A HARDWARE STUDENT.

Through an error, the write-up of H. J. Hanwell, who won second prize in the "Washing Machine" Contest, of our "What Would You Say" series, was inserted on page 102. It may be found there, under the heading "A Study of Hardware," and we regret the mistake.

SOLD SCREEN DOOR IN WINTER.

In Hardware and Metal issue of March 11th, was published a note among the Pointed Editorials, which has elicted the following interesting letter from A. E. Dickson, of Estate of M. S. Sutton, Andover, N.B.:

"Editor Hardware and Metal:—In reading your last issue of Hardware and Metal, I noticed among the editorials, that the first robin has been reported, but no word of any of your subscribers selling the first lawn mower.

"I beg to say that, on our coldest day this winter, with the thermometer registering 40 degrees below zero, I had the pleasure of selling one of our customers a screen door, at the regular price of one dollar.

Yours truly,

A. E. DICKSON."

Can any other reader of the "Page For Hardware Clerks," beat this experience?

HOW JEALOUSY RETARDS PROMOTION.

When there is rivalry between a number of clerks and one of them begins to forge ahead of the others, the tendency among the latter, or some of them, is to become "sore." Actual happenings can be called into mind bearing out this statement, and it is generally the result that this feeling of antagonism weakens the clerk who allows himself to take this stand toward his competing clerk.

The success of a young hardware clerk in an eastern city illustrates the point referred to. A little more than two years ago he entered a large hardware store as a clerk. From the very outset he began to show ability, and it was not long before he was considered the equal of many of the clerks who had been there before him. He did not stop, however, and as he began to feel more confidence in himself, it was recognized by the manager, and his responsibilities were increased. One other clerk, in particular, began to realize that the position he had held was being usurped, and instead of examining himself to look for his own deficiencies, he imagined that the fault was with the new clerk and his attitude toward him suggested what is ordinarily called soreness.

To-day, that junior clerk has one of the most responsible positions in the house. His advice is sought on many questions and some of the best contracts the firm has ever secured have been signed up by him. When an offer of a promotion to the position was offered him, he accepted, feeling that he could make good and he has more than justified the confidence placed in him. He is only a young man yet, but he has proved his worth, and a bright future looms up before him.

In his upward march, he did not give a thought as to what the other clerks were doing, being sufficiently occupied with the business with which the firm had entrusted him at that time. It was only behind the counter, but his industry and diligence soon won him recognition.

Soreness in cases of this kind does not pay. The clerk who entertains ideas of that kind weakens himself, in that his attention is diverted more to what the other clerk is doing rather than what himself is doing.

HARDWARE CLERK'S BIRTHDAY.

Kingston, March 14.—Robert Stevenson, one of the best known and most popular hardware clerks in the city, was given a little surprise the other evening, on the occasion of his birthday. Mr. Stevenson, who has for many years, been employed in the store of McKelvey &



H. J. HANWELL, Peterboro.

Winner of 2nd Prize, in Our "Washing Machine" Contest.

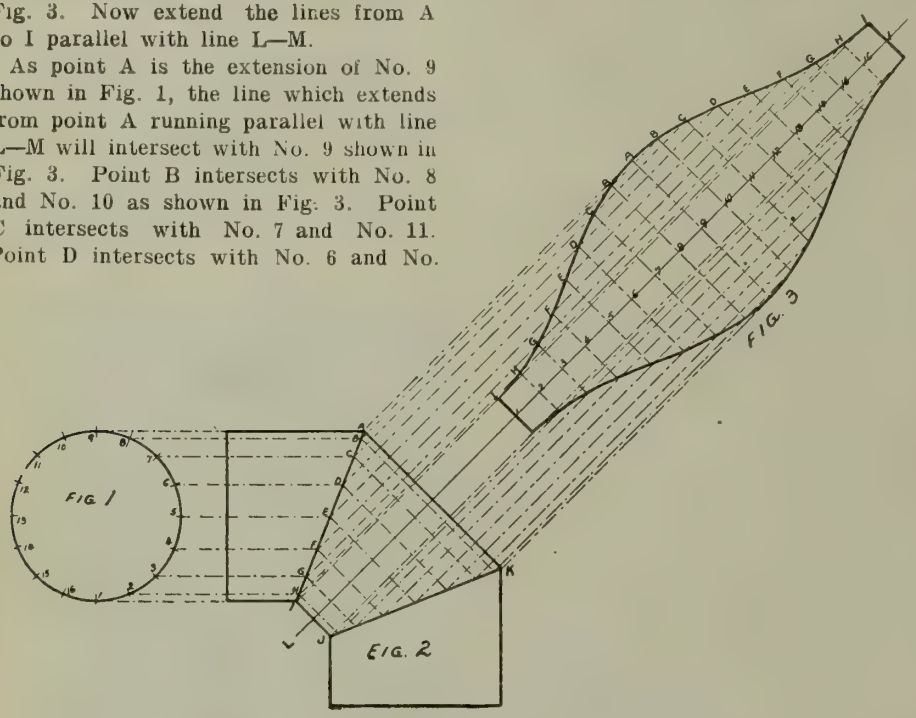
Birch, was waited on at his home, by the members of the staff, and a number of outside friends, and presented with a brass smoking set. The visitors were given a royal welcome, and several hours were spent in a social way. "Bob" did not say just how old he is, but he looks just as young as he did ten years ago, and his friends, and they are legion, wish him many more years of good health and prosperity.

Pattern for Three Piece Right Angle Elbow

By Wm. J. Finnigan.

Describe a circle of the required diameter, as shown in Fig. 1, then divide the circumference into 16 equal parts, starting off with No. 1 as shown. Extend the lines No. 1 and No. 9 horizontally to the right and draw an elevation of the elbow as shown in Fig. 2, then draw the lines I to A and J to K. Now extend all the lines from No. 1 to No. 9 in Fig. 1 until they intersect with line I—A, then extend these lines from A to I until they intersect with line J—K. Next take the centre of line I—J and the centre of line A—K, and draw the line L—M. Set off on this line the 16 spaces as shown in Fig. 1, and draw a line through each of these points at right angles to line L—M as shown in Fig. 3. Now extend the lines from A to I parallel with line L—M.

As point A is the extension of No. 9 shown in Fig. 1, the line which extends from point A running parallel with line L—M will intersect with No. 9 shown in Fig. 3. Point B intersects with No. 8 and No. 10 as shown in Fig. 3. Point C intersects with No. 7 and No. 11. Point D intersects with No. 6 and No. 12. Point E intersects with No. 5 and 13. Point F. intersects with No. 4 and 14. Point G intersects with No. 3 and 15. Point H. intersects with No. 2 and 16. Point I intersects with No. 1 and No. 1. Draw a line where these points intersect and you will have the desired profile of the pattern as shown in Fig. 3.



Drawing Showing How to Make a Three-Piece Right-Angle Elbow.

THE HARDWARE AMALGAMATION.

The much-mooted amalgamation of the Montreal wholesale hardware houses seems to be a little nearer materialization this week and it is felt in some quarters that action along the lines that have been under consideration for some time is not far distant. There has been no official announcement in this regard and while rumor is of itself not very reliable still it cannot be entirely ignored. It is learned that meetings of the heads of those firms or at least the majority of them who are interested in the proposal have been held this week and the project is believed to be nearing a crisis, one way or the other. The general feeling is that those interested in the movement are nearer an agreement than they have ever been. The meetings that have been held on Tuesday and Wednesday are significant and at least lend support to the statements that the amalgamation is under more serious consideration than it has been in the past. The general opinion seems to be that among the leading wholesale houses only one has been holding out, but even on that point there is no actual announcement. The considerations of the interested parties have certainly been sub rosa and there is keen interest shown by those on the outside as to just what is the real situation. It was at first reported that the amalgamation might include Toronto and Quebec houses, but the impression now is that only Montreal firms are interested.

As previously stated the idea behind the proposed amalgamation is purely economical and in no way is it considered or intended as a union of the merger or combine type as those words are used in their everyday business sense.

ARSENATE OF LEAD.

By William H. Evans,
of the Canada Paint Company.

This insecticide is rapidly coming forward as a useful article to all who wage war against leaf eating insects and parasites which thrive upon the products of our fruit trees, berry bushes, orchards and gardens generally.

The application of arsenate of lead has only come into general use at a comparatively recent date and the hardware trade, especially in the fruit growing districts, will do well to see that their stocks are in good shape and well assorted regarding packages to meet the requirements of purchasers who will undoubtedly be on hand early in the season.

Careful tests have been made which show that the action of the arsenate of lead is most destructive to the pests, and, consequently beneficial to the gardener or husbandman. Its general employment is apparently only a matter of a very short time.

It is not thought, however, that arsenate of lead will replace Paris green, which is so well understood in its application to the potato vine, but will prove a valuable complementary aid to this popular destroyer of the farmer's foes.

Dealers should impress upon their customers that although the arsenate of lead is white and has an innocent appearance it is naturally very poisonous and should be kept out of the reach of children. It is sold in 1-lb. and 2-lb. bottles and the larger quantities in wooden kegs.

SPECIALIZING ON BOATING SUPPLIES.

A department that should commend itself to hardware merchants in cities and towns in a summer resort district is one that would be devoted to boat supplies. The fixtures and the necessary accessories of canoes, skiffs, sailboats and launches are not an inconsiderable quantity. In fact it is only when one goes over the list that he begins to realize what such a department includes. Canoes and paddles are vouched for by many retailers as a good line to carry. Then there are oar locks, pulleys, swivels, shackles, cleats, mooring chocks, snaps, rope thimbles, bow chocks, steering wheels side and bow, handles for the same, landing pole hooks and spikes, rudder brackets, lamps, horns, search lamps, and so on down a very interesting list. One hardware store that makes a specialty in this direction has devoted a part of their shelf space to it and thanks to the reputation they have built up as dealers in this line they enjoy a good trade and the business has added its share to the general profits.

Hardware Letter Box

Meat Choppers.

The R. C. Puddicombe Co., Ayr, Ont. —"Will you kindly advise me who makes the "Kleancut Meat Chopper?"

Can any subscriber furnish this information?—Editor.

Steel Frames for Skating Rinks.

Moore Bros., Bradford.—Would you kindly let us know the names of some firms who make steel work for skating rink roofs?

Hamilton Bridge Co., Hamilton; Canadian Bridge Co., Walkerville; Dominion Bridge Co., Montreal.—Editor.

Lawn Mower Grinding Machine.

J. N. Smith, Almonte.—"Could you refer me to a Canadian firm who manufacture a reliable lawn mower grinding machine?"

R. Woon & Co., Oshawa, Ont.—Editor.

Drinking Fountain.

M. Holdang, Kingsville.—"Will you kindly tell me where we would be able to get some information about a drinking fountain for the town?"

Canada Foundry Co., Toronto.—Editor.

Shoe Finders' Goods.

Munroe & Zavitz, Wallaceburg. — "Would you please supply us with the names of firms in Canada, that handle shoe finders' goods?"

Philip Jacobi, Toronto; Cobblers' outfits are manufactured by Taylor-Forbes Co., Guelph.—Editor.

British Steel Rail Makers.

T. H. & B. Ry. Co., Hamilton.—"Will you kindly give us the names of British steel rail manufacturers?"

The Steel Co. of Scotland, 23 Royal Exchange Square, Glasgow, Scotland; R. White & Sons, Widnes, Eng.; Lanarkshire Steel Works, Motherwell; Hadley's Steel Foundry Co., Sheffield, Eng.; Seebohin & Dieckstahl, Sheffield, Eng.; Edgar Allen & Co., Sheffield, Eng.

Wall Paper.

Wagstaff & Vestrup, Nakusp, B.C.— "Kindly publish in your next issue of Hardware and Metal, the addresses of three or four good wall paper manufacturers."

Reg. N. Boxer & Co., Toronto; Stauntons Limited, Toronto; Watson, Foster & Co., Montreal.—Editor.

Gasoline Stove.

Two weeks ago a subscriber asked for the name of a firm making a gasoline stove which would light without first priming the burner.

R. Chestnut & Sons, Fredericton, N.B., send us the information that they have had experience with a stove of this kind manufactured by the Standard Lighting Co., of Cleveland, Ohio, which they procured from the Thos. Davidson Mfg. Co., Montreal. They add that it has given good satisfaction.

Hardware Store Shelving.

Douglas & Co., Amherst, N.S.—Is there anyone in Canada making special shelving for retail hardware? We are building a new store, and would like to secure specifications for special display boxing, etc."

Cameron & Campbell, Toronto.—Editor

Pump Oil Tanks.

Douglas & Co., Amherst, N.S.—"We would like to get the address of a pump oil tank concern."

S. F. Bowser & Co., Toronto.

HOBBIES' REPRESENTATIVE TO VISIT CANADA.

Hobbies' Limited, manufacturers of amateurs' tools, of Derenam, Eng., are again sending their representative Mr. Charles R. Bloxam, to make a tour of the Dominion. This is the third Canadian trip to be undertaken by Mr. Bloxam, and, as he is carrying a lot of new samples, his visit should be looked forward to with interests by hardware dealers in every city where he is calling. The tour will embrace all towns and cities from Newfoundland to Winnipeg.

AN EASY OPENING KNIFE.

A very ingenious device is used by Thos. Ellin & Co., Sheffield, in an easy opening knife, which they have recently placed on the market.

The blades may be opened or closed with gloves on, by sliding the flower-shaped button which lies close to the scale, and therefore cannot tear the pocket. The knife is simple in construction, and is made in nickel silver with two blades. To meet the popular demand for a cheap knife, it is intended, a little later on, to also make a one-blade pattern.

The same firm are producing a novelty, in the shape of an aluminum coronation knife, the scales of which are stamped from their own dies, showing a portrait of the King and Queen, side by side.

SELLING SPRING HOUSEHOLD SCALES.

Montreal, Mar. 24.—Local jobbers are now offering for sale spring scales for household use. Formerly this has been contrary to law, owing to the fact that there was no special guarantee as to the accuracy of the spring scales that could have been offered. There are now at least four makes on the market, and these are imported. Their capacity is as high as 24 lbs. Each scale has a government stamp, the present voucher for its accuracy.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Sporting Goods.

Lewis Bros., Limited, Montreal, have just issued their new summer sporting goods catalogue. It is very comprehensive for its kind and in fishing accesories no less than 85 pages are devoted to the extensive stock carried in this department. The other sporting goods receive careful attention.

Painters' Brushes.

The Boeckh Bros. Co. are issuing a timely circular descriptive of their Steel Grip painters' brushes, and brooms for various purposes.

High Grade Packing

This is the title of an attractive catalogue which has been sent to us by the General Supply Co., Ottawa, Ont. The booklet is of a very neat size, containing forty-eight pages of information regarding engine packing, and general steam plant supplies. It is well illustrated throughout.

Stove Catalogue.

Catalogue No. 5, of the Canadian Heating and Ventilating Co., Owen Sound, Ont., describes their full line of Empire stoves, ranges, furnaces and registers, and Joy malleable ranges. It is now being mailed to the company's agents, together with circulars and advertising matter which dealers may use to develop business.

DOUBLE ACTING SPRING FLOOR HINGE.

The Standard Mfg. Co., Shelby, Ohio, are marketing a doube action spring floor hinge, which has some new features. It is made exclusively of steel, with case hardened steel ball bearings and wearing surfaces. The side plates are so constructed as to eliminate the necessity of making a perfect cut in the bottom of the door, as any slight variation there will be covered by the plates, thus making a neatly finished job.

LEAVING ON WESTERN TRIP.

J. A. Hossack, Canadian representative of the Lufkin Rule Co., is leaving this week, on a trip to the West. He will go right through to the Coast.

WELL PLEASED WITH PAPER.

Nakusp, B. C., March 1, 1911.

Editor Hardware and Metal:—

We are well pleased with your paper, and get some timely suggestions from it.

Yours truly,
Wagstaff & Vestrup.

News and Methods of Canadian Hardwaremen

London Dealers Advertising Spring "Clean Up" Preparations —Elaborate Paint Displays in Hamilton.

SHOWING "CLEAN-UP" GOODS.

London.—London hardware dealers, finding themselves rather "between seasons" in regard to staples, are advertisinb "Clean up" articles, through the newspapers and window displays. Varnishes and paints are very much to the fore. Purdom's hardware is using an automatic device to attract attention to a silver polish ; Cowans are advertising a furniture polish, and J. E. Young pushing paint. Sap buckets and other equipment has been an active line for a week or two with the dealers near the market.

However, spring is here ; Steele's hardware is exhibiting garden tools, bicycle business has commenced, and in a few weeks sporting goods will be active.

Gurd's gun shop had a window display recently worth more than a passing mention. It was a collection of very old pistols and guns, many of which were made by the late John Gurd, father of William Gurd, head of the present firm, who is himself now 70 years of age. There was a duelling set—now out of fashion—mounted in silver, with carving that took three years. The collection included a French matchlock, made even before the flintlocks ; a powder horn that was present at the battle of Waterloo, and queer-looking five-barrelled rifles. Some of the pieces were made by John Gurd, who was a first-class gunsmith, as long as 85 years ago, and his workmanship includes a number of locks, constructed at the time that breech-loaders succeeded muzzle-loaders. Of course a number of up-to-date Winchester shot guns and rifles were shown to take advantage of the advertising value of the display, which attracted a great many people.

HOPKINS HARDWARE EXTENDING.

Ex-mayor Hopkins, of Saskatoon, has decided to double the accommodation for his hardware business. The warehouse at present situated on the west side of the establishment is to be thrown into the store, thus doubling the area of the retail department. A plate glass front, thirty feet in size, will be put on that side. An addition will also be built at the back of the present premises for a wholesale warehouse. When the alterations and improvements are completed, the wholesale warehouse will double the size of the present one, and the retail capacity will be increased proportionately.

W. D. Cameron, of Elgin, Manitoba, has sold out his business there and joined the Hopkins Hardware Company, as the new partnership will be called. He will have charge of the city business.

ELABORATE PAINT DISPLAYS.

Hamilton.—Paints are featured in both windows of the hardware store of the Stanley Mills Co. In one window is a collection of Jap-a-lac, which was set off by an automatic electrically machine. The apparatus became severely damaged, however, and had to be removed.

In the other window is a very artistic arrangement of Robertson's paints. A color board is suspended diagonally across the window and streamers of ribbon of all colors run from it to the front of the window where cans of paint, brushes, and colors are shown. The background is filled in with a suitable display. ...

CHATHAM BUSINESS CHANGES HANDS.

Chatham, Ont.—The hardware store and stock of Westman Bros. have changed hands, having been purchased by the Willard Hardware Company, composed of H. J. Willard and sons George and Alfred of this city. After being closed a week for stock-taking the store opened under the new management on March 18. The tinsmithing and plumbing portion of the business will be continued by Westman Bros., while Messrs. A. D. and W. H. Westman will also continue to be associated with Jas. N. Richards in the Chatham Malleable Co.'s growing business. Westman Bros. have been in the hardware business here for upwards of 12 years, succeeding O. & S. Shoemaker.

N. M. Moore has openeh an attractive little store at the corner of Thames St. and Lacroix Slip, in North Chatham, below Frank Callahan's tinsmithing shop. Tinware, ready-mixed paints and allied lines are being handled.

Harry M. Church, who has for some years past conducted a bicycle and general repair shop, has sold his business to E. C. Brisco, bicycle and sporting goods dealer, and is leaving for Blairmore, Alta.

WINNIPEG HOCKEY CHAMPIONS.

The hockey cup donated by the Starr Manufacturing Co., Dartmouth, N. S., to the Winnipeg Wholesale Hardware Hockey League was won this season by the Wood-Vallance Ltd. team after a strenuous series of games. J. A. Jack managed the winning team, which went through the entire season without a defeat.

Names reading from left to right:

Top row—J. E. D. McCord, secretary and spare; A. Cook, cover point; A. Irvin, point; G. P. Hoskins, treasurer.

2nd row—D. O'Connell, left wing; A. E. Addaway, centre; J. A. Jack, president; H. Lloyd, goal.

Lower row—T. Ching, right wing; C. Wilson, rover.



Wood-Vallance Hockey Team, Winnipeg. Winners Hockey League Championship, and Starr Mfg. Co.'s Cup.

A DISASTROUS FIRE.

Barrie, Ont.—An expolsion in the cellar of J. R. Hambly's hardware store was responsible for a $17,000 fire here. V. Hambly, nephew of the proprietor, was very badly burned about the head in the explosion.

The loss to stock is estimated at $15,000, on which there is $9,000 insurance. Damage to the building, which is owned by Mrs. James Plummer, Toronto, amounted to about $2,500, and is fully covered by insurance.

HARDWAREMAN BELIEVES IN PORCUPINE.

Frank A. Child, hardware and iron merchant, at Matheson, Kelso Mines and Cochrane, Ont., and his brother, Charles B., manager of his store at Kelso Mines made a trip into Porcupine last week. While there, Mr. Child purchased two fine building lots, one being in Golden City, and the other in the south end. He has not yet decided at which place he will build.

"In five years," says Mr. Child, "Porcupine will be the greatest gold mining camp in the world."

ASHDOWN CO. EXTENDING.

Winnipeg.—Tenders are being let for the erection of a modern six-storey warehouse on the vacant lot west of the premises now occupied by J. H. Ashdown Hardware Co.'s wholesale house on Bannatyne Avenue. The building is being erected by the Ashdown company and when completed will add considerable more floor space to its present establishment. The total cost is estimated at $80,000 and the building will be 80 x 134 feet. The material specified in the tender is stone and brick and the warehouse will have a covered driveway extending the entire length of the building.

GOOD BUILDING SEASON AT VANCOUVER.

Vancouver, B.C., March 18.—Extensive building in and about Vancouver is bringing good business to the hardwaremen and plumbers of this city. Building, which has been good for some years past, is greater than ever, breaking all records to date. Saw mill companies have a large number of orders on hand for immediate delivery, and houses are going up in large numbers, particularly in the suburban districts adjoining the southern limits of the city. This construction is making excellent trade. The usual spring business is also coming in.

Messrs. Paterson, Goldie and Clark, three of whom have been in the employ of Messrs. Anderson & Warnock, of this city, have bought out the hardware business of Messrs. Latimer & Elliott, North Vancouver. The members of the new firm are all first-class hardware men.

HARDWARE FIRM DISSOLVES.

May Bros., who, for some years past, have conducted a hardware business at 1680 Dundas street, Toronto, have recently dissolved partnership. The store will now be run by Geo. E. May, although it will still be carried on under the name of May Bros. H. B. May, the retiring partner, is about to start on a western trip to look over conditions in the new provinces, and especially in Alberta. While on his trip, he may decide to open a hardware business in one of the western towns.

STOVE FOUNDERS WILL BUILD.

The Hall-Zryd Foundry Co., of Grimsby, Ont., are planning to build a large new foundry in the near future. Their sales for this season have been very heavy, and their present facilities must be increased soon, in order to keep pace.

The firm have not yet decided where to locate their new plant, but it will be in some Ontario town where labor and shipping facilities are favorable.

HARDWARE TRADE GOSSIP

Ontario.

James Geddes has purchased Solomon Brothers' hardware stock at Ripley.

George Cowan, of the Bond Hardware Co. staff, Guelph, has joined the staff of the Royal Bank.

P. D. McCallum, of Glencoe, has sold his hardware business to Sutton & Lutz, who will take possession April 15th.

Geo. W. Davey, of Ingram & Davey, Ltd., St. Thomas, left for New York yesterday on a purchasing trip, accompanied by his son, Lawrence. He intends to pick up some of the newest things in the hardware and electrical lines.

Herb. Wright, clerk in Hunter's hardware store at Durham, had two bones in his right hand fractured by the fall of a heavy iron grating, which he was replacing in the sidewalk after taking in coal.

C. Hallett, with the Vokes Hardware Co., Toronto, for four years, has severed his connection with that company to accept a position in Winnipeg. Before leaving, he was made the recipient of a handsome club bag.

The hardware clerks' hockey team, Hespeler, defeated the Rainbows in a fast game by 7 to 1. The clerks lined up as follows: Goal, Fraser; point, Orr; cover, Adair; rover, Fleming; right wing, Corcoran; left wing, Tuck; centre, Schweitzer.

Taylor Brothers, hardwaremen of Lanark, Carleton Place and Almonte, as well as being business men of note are also hockeyists of some standing. In a clash between teams from their C. P. and Almonte stores at the latter place last Wednesday night, both John and Frank did some stunts on the ice that would make their cyclonic namesake from Listowel sit up and take notice. An end-to-end rush and score by John was one of the outstanding features of the game, while Frank's fast work on the skates elicited the wonder and admiration of the spectators. The game ended with Almonte victors by a score of 6-3, after which teams and employes were entertained by their employers to a feast at the Davis House.

Western Provinces.

R. L. Gillerain is starting a hardware business at Manitou.

The death is reported of F. S. McKay, hardware dealer, of Indian Head.

The Calgary Hardware Stores, Ltd., Calgary, are opening a branch at Sunalta.

Joseph Sive of Makinak, Man., has disposed of his hardware business to J. Polvin.

P. H. Coleman has been admitted to partnership in the Whitla Hardware and Furniture Co.

Hoshal & Carmichael, Brandon, have leased a store and will begin business in hardware early in April.

The Lennox, Mackie Co. is succeeding to the plumbing business of the Lennox Hardware Co., Winnipeg.

The Scott Hardware Co., Scott, Sask., have just finished alterations and improvements to their store.

Lattimer & Elliott, dealers in hardware, North Vancouver, have sold out to Paterson, Clarke & Goldie.

Ex-Mayor Hopkins, of Saskatoon, intends to devote all his time in future to his hardware business and his farming interests. He will put 1,500 acres into crop this year on his large farm.

Maritime Provinces.

It is understood that the business premises of H. H. Fuller & Co., at the head of Power's wharf, Upper Water Street, Halifax, have been purchased by the hardware firm of J. Simmonds & Co., Dartmouth, who will have the buildings, damaged by the fire, put in good repair and will open there in the hardware business, a line which occupied the premises for many years.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 156.

Toronto.

Tin—1 cent advance.
Turpentine—Up 3 to 8 cents.
Rosin—Large advance.

MONTREAL.

Montreal, Mar. 24.—In two of the metal markets this week there were indications of the work of the combines that apparently have them under control and are manipulating them for speculative purpose. Reference is made to tin and antimony. It is known to the trade that the former has been under complete control for some time, and now antimony by its market movements is giving evidence of influences that are producing with it effects similar to those that have characterized the tin market for some time. For that reason it is difficult to tell just what is the exact state of the antimony market. It is inflated, to use a term of a prominent metal man, and it is therefore difficult to tell just what is the true position it is occupying. On account of the limited areas of production, this metal lends itself to such a corner, and while it has been known for some time that antimony was being brought under control, recent evidences substantiate this opinion. An advance of from 8.25 to 9.50, while quite substantial, is not alone sufficient evidence, but recent reports of the syndicate and evidences quickly following reveal what are believed to be the real conditions.

Tin has been stronger of late, and while it rested for a time as low as 174 pounds, it was not long until it was up to the 184 figure this week, thus giving another evidence of its fluctuating possibilities. The syndicate is evidently in power yet, although the market from a statistical position is a little more interesting.

Copper has been rather irregular in its movement of late, but there is nothing specially new to relate. Lead has been steady and quiet and spelter has not changed materially. This market, in fact, is dull.

Pig Iron.—The market is steady with a fair business passing and prospects improving.

In scrap materials the market is still easy, with prices showing no change.

TORONTO.

Toronto, March 23.—There is a brisk tone to business in metals here. In no direction is there the least trace of dullness and in some metals the demand is much bigger than is usually experienced at this season of the year. Factories are now working longer hours and fuller handed, so that business in pig iron has shown large increases of late. Copper and tin are active and the tone in other metals shows some improvement.

There seems to be plenty of money in sight. Buyers are showing a tendency to purchase freely and collections are reported good. Taken in conjunction with the prosperity of the country, so unmistakably manifested on every hand, this points to a continuation of activity in metals.

Tin.—The tin market can best be characterized as erratic. It has shown almost daily variations in price and the tendency has been now upward, now the reverse. The general trend has been, however, to strengthen and the local market shows an increase of 1 cent, making the price now quoted 43 cents. This is accepted as evidence of the fact that the syndicate has allowed the market to "run loose" long enough and is now prepared to force prices back to the former level. There is a steady tone to the market locally and considerable trading is being done in tin.

Antimony.—There is rather more activity with respect to antimony. The market has been slowly recovering from the apathy, carried by a mingling of prudence and indifference, into which it was plunged by the announcement of the formation of a syndicate. Interest is now being shown and some trading has taken place. Not a great deal of antimony is changing hands, however. The price remains at 9¼ cents.

Copper.—Copper is probably showing the most activity of all metals on the local market. Very large business is being done and the price is firming up. This is a direct evidence of the prosperous conditions in this country, for elsewhere reports on copper are anything but indicative of activity. The Metal Market says: "The copper market is dull and has been dull for many weeks and the reasons advanced for the dullness a long time ago are just as applicable to-day as they were then and no amount of rhetoric will alter this fact. All things must have an end, so one of these fine days the copper market will inevitably start off again on another tack, in the meantime all we can do is to keep a sharp lookout for indications of a coming change.

Plates and Sheets.—There is a first-class amount of business being done and the call is keeping rather in advance of the supply. Local stocks are reported to be still very light.

Pig Iron.—"The volume of businesss is decidedly increasing," said a metal man to-day, while discussing the pig iron situation. The opening of the season is accountable for the improvement. Factories are now running full time and full-handed with the result that the stocks carried over the winter are being rapidly depleted and manufacturers are now coming into the market with good sized orders. Prices remain firm as follows: Canadian Foundry No. 1 is $19.50 and No. 2, 50 cents a ton less. Old country iron is quoted at $20 for Middlesboro No. 3; and $20.75 for Clarance No. 3; Summerlee No. 2 is $22.50, and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50 respectively.

Lead.—Business good and stocks light. This summarizes the position locally in lead. It goes, without saying, that the chances of continued activity in lead are excellent.

Spelter.—An increased degree of activity is noted here. The demand is growing and it is said that in a great many cases the stocks held are rather lighter than usual.

Old Materials.—With spring close at hand, developments may shortly be expected in old materials. For the present however, business is very light. Quotations to-day are: Heavy copper and wire, 10½c.; heavy red brass, 9¾c.; heavy lead, 3c.; light copper and bottoms, 9¾c.; tea lead, 2½c.; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7, stove plate, $13.

MAKING MONEY ON VACUUM CLEANERS.

A vacuum cleaner can be made a profitable investment during the spring house-cleaning season by following one method that proved successful. A plan followed by J. G. Cowan, a retail hardware dealer of Ottawa, was to rent it from one house to another for two or three days, one day, or for what ever time it was needed in the different houses. The result was that the cleaner was booked up for the season with hardly a day's inactivity. A good business was done in this way and other firms are known who have followed the same plan. The details of the arrangement, that is as to the charges and the cartage from one place to another, can be easily prepared. The fact that the housekeeper may not want to buy outright a new cleaner, and there are many who feel that they cannot spare the money, is a reason for taking up the renting idea.

The Strathmore Hardware Co. have commenced work on a new tinshop. They intend to carry a full line of heating, plumbing and tinning supplies, and to undertake work in all these lines. The first car of hardware for this company arrived last week.

HARDWARE MARKETS

MONTREAL.

Montreal, March 24.—Spring is rather belated in the east, and local business has not been as heavy as is generally expected at this season. Generally speaking, however, trade shows no decrease in volume and orders are coming in very satisfactorily. The west is contributing heavily to the present demand and the prospects indicate a prosperous year. A bright feature is the amount of railway construction that, it is stated, will be undertaken this spring and rushed to as early a completion as possible. Even now, a good demand is being felt for supplies necessary to this work and it is expected to develop into more active business as the spring opens up. Spring lines are bringing an extensive demand from the western trade, and household utensils are included in the orders from practically all parts of the country.

Other lines are also moving well and the total volume of trade is reaching pleasing figures.

Carpenters' Tools.—This line is now seasonable. Some carpenter work is in progress, including unfinished work from last year, and there is other work getting under way: Demand for carpenters' necessaries is beginning to be felt and the orders that have been received are encouraging. The following discounts are about the average: Steel squares, 50 per cent.; auger bits, 47½ to 70 according to quality; augers, short and long eye, 65; chisels, 75, 10 and 5; draw knives, 75 and 10; handsaws, Canadian make, 35; boxwood rules, $1.15 and upward a doz.; nail hammers, $2.75 and upward a doz.

Household Utensils.—A noticeable increase in the orders for washing machines, wringers, etc., has been apparent of late while the majority of the orders going out have a certain number of articles that come under this heading. Western trade is contributing largely to the present demand in this line. Some of the prices quoted are: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1 qt., $1.50, 2 qt., $1.65, 3 qt., $2.05, 4 qt., $2.50, 6 qt., $3.15, 8 qt., $4; coffee percolators, $1.75 to $3.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain 82½c per set; nickel plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Contractors Supplies.—While the local trade in this branch is not quite as heavy as it might be owing to the fact that real spring weather has not been of any duration yet, the trade in builders' supplies has been good on the whole thanks to the demand from the Western buyers.

For the best quality of shovels and spades the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full bolted, $22.50; drag scrapers, $5.75 and upwards. Trade in these lines at present is improving.

Spring Lines.—The enquiry for spring lines is one of the pleasing features of the new business. There is a fair call for hose and sprinklers, refrigerators and other such lines that are daily becoming more seasonable.

Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamps, ½ to ¾ in., 25 cents a doz.; hose couplings, ½ to ¾ in., $1 a doz.; lawn sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $24 a doz.; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz., reels, 75 cents each and upwards; garden wheelbarrows $27 a doz. The discount offered is 50 and 50 p.c.

Heavy Hardware.—Orders are fairly liberal for bolts and nuts, screws, chain, etc., and the demand is increasing. The discounts are: On carriage bolts, ⅜ and less, 70 per cent.; coach screws, 75 per cent.; stove bolts, 80 and 7½ per cent.

TORONTO.

Toronto, March 23.—There is a good all-around demand for hardware lines, with no marked tendency in any direction. The cold weather, which has prevailed of late, has checked to some extent the spring rush of orders, but the volume of business is sufficiently large, nevertheless, to bring satisfaction at this season of the year. The jobbing houses are busy at the present time shipping out orders which were placed some time ago. In fact, the shipping rush is so great now that some difficulty is being experienced in coping with the situation.

As soon as the weather warms up a little, which may happen at any time now, the spring demand will begin in earnest. Local jobbing houses are well pleased with the business done so far this year, and are quite optimistic with reference to prospects for the immediate future.

Prices are remaining firm, although some rumors are heard of impending changes.

Seasonable Lines.—The demand is setting more strongly toward lines which can best be described as "spring goods." Wire fencing, screens, hose, sprinklers, lawn mowers, rakes, shears, spades, axes, etc., are moving well, a good percentage of the orders received being for immediate delivery. There is also a tendency noted to order goods which will be needed in the retail business for summer trade, such as refrigerators, mosquito netting, etc.

Builders' Hardware. — There is a splendid tone to builders' hardware and orders are being received with a regularity which bespeaks activity in the building line. Nails are moving out well and all kinds of tools are in demand. It is now fully anticipated that the spring demand for contractors' supplies will be quite appreciably in excess of past seasons.

Cut Nails.—One jobber declares that he has found the demand for one size of cut nails for shingling to be increasing constantly. The price here on cut nails is remaining stationary, but there are rumors heard in the United States that action is anticipated among manufacturers there, looking to a formal advance in the base price. The price of wire nails in the other size has advanced 5 cents per keg, and sympathetically, there seems to be a stronger tone in the cut variety.

Heavy Hardware.—There is a good seasonable demand in all lines of heavy hardware. Nuts, bolts and rivets are moving and wire is showing activity. Present quotations are:—Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½. There is a heavier demand for inch and a half cut nails than for many years, and wire nails of all sizes are much in demand.

Household Goods.—One of the busiest lines at the present time is the household department of hardware goods. Pots, pans, kettles, food choppers, coffee percolators, wringers, and such like goods are selling with rather more than seasonable activity. Graniteware and tinware of all kinds are moving now.

Stoves and Heating Goods.—Demand in heating lines is setting noticeably towards ranges and gas stoves. There is at the present time a good trade in gas stoves and some ranges are being sold. "The opening of our spring trade," declared one stove manufacturer, "has been above expectations. There is every prospect of an increase over last year's spring records."

Sporting Goods.—Here also there is a brisk and vigorous tone. Demand is good in nearly all lines, but orders are not yet very large. As soon as a little warmer weather comes, the trade in sporting goods will develop wonderfully.

NEW DIRECTOR ELECTED.

Norman S. Braden, of The Canadian Westinghouse Co., Hamilton, has been elected a director of the B. Greening Wire Co., of the same city.

The Western Hardware Market Situation

Collections are Poor—Careful Buying Advocated — Adulteration of Turpentine Due to High Price.

Winnipeg, March 23.—During the past year the hardware trade has undergone some very important changes. At this date last year the hardware merchant and the average consumer throughout the Western country were enjoying a very prosperous season, and the prospects were very bright for a splendid year both in agricultural and general merchandizing. Later on in the summer it was found that the 1910 crop was not going to be large, and there was considerable anxiety on the part of the merchants, as to how they were going to get money in and also how they were going to pay for goods in stock, and their future ordering. Much of the building which was anticipated during the summer of 1910 had to be curtailed, and a great deal of the elaborate designing and finishing of the buildings had to be toned down to more modest structures. It is well known that the past winter has been a rather trying one on many merchants and farmers, chiefly in the southern part of the three provinces. The merchants by more careful buying, and tactfully making collections wherever possible, were able to tide over until the present, and the average merchant in the West this spring is not suffering from the slight stringency of last fall, and is perhaps as enthusiastic and optimistic as in any previous year.

The condition, however, as outlined above has tended to make the merchants a little more careful regarding the relationship that exists between him and his customers. The wholesaler in approaching the merchant for money invariably endeavors to impress upon his mind the great necessity of more systematic buying and careful collections upon the part of the dealer, and in some few cases where the dealer was greatly involved, the wholesalers took upon themselves to investigate the merchant's field and went right to the door of the farmer in order to get payment for the goods.

Cash System Needed.

As far as Hardware and Metal is concerned it is an old story that the cash system must be inaugurated before the business can be put upon a satisfactory paying basis. Different interpretations may be put upon the cash system. It may mean, and undoubtedly should mean, cash for goods when sold, or within 30 days of that time. It may mean an understanding between the dealer and the purchaser that the goods must be paid for within a certain time. In many cases there is no agreement, and consequently no settlement for months and years, and often no settlement at all.

During the past year there has been formed in Canada a credit man's association which has done much to influence the merchant to institute a more systematic method of handling payments. Various wholesalers are watching closely the accounts of all their merchants and when the merchant gets too far behind, the wholesaler takes upon himself to make some inquiries with a view to assisting the merchant to get in money from his customers so that an adjustment can be made all round.

If a person should casually ask any manager af a wholesale house what his leading criticism would be of the hardware merchant's method, it would invariably be that "He carried too much on his books." A certain merchant opened a hardware business in the West last year and this spring he is carrying hundreds of dollars on his books but still very optimistic in his outlook, and this spring sent in a very heavy order for new goods. The wholesaler knowing the circumstances, and fearing that there was a little too much freedom on the part of the merchant, cut his order in two as a safeguard to the merchant. A few weeks after this, the merchant wrote to the wholesaler thanking him for reducing his order as he believed he would have been seriously overstocked if the complete order had been filled.

Collections are Poor.

At the present time collections are very poor, and nearly every wholesale house is complaining of slow cash. The serious thing about this is that there is little possibility of improvement in this respect until the spring and summer immigration brings in new money, and until the 1911 crop is harvested. To rely strongly on either of these possibilities is not wise, and merchants should be careful in their ordering this spring, and pay more attention to collections in their own territory. This spring there is much grain moving and merchants ought to reap some harvest owing to this condition.

For the merchant to run his business on the policy of careful buying, keeping his stock well in control, and ordering often would seem to be the safest and sanest plan. This would enable the merchant to take advantage of buying a wide range of stock, getting on hand many useful and valuable articles on which he could make splendid profits. The hardware business is not confined to nails, wire and building paper, but there are hundreds of specialties which merchants could stock and which he could push as well to remarkable advantage.

The following quotations hold on all markets. Rope has been reduced ½ cent this week and steel squares is quoted at 40 off new list. Wire is unchanged this week but must go up at least 10 cents per cwt. very soon.

Paint and Oil Situation in the West.

There will undoubtedly be tremendous building this year everywhere in the West, and when this is so the paint and oil trade is sure to be very good. Western jobbers and manufacturers are preparing for a big season in ready mixed paints and finishings. During the past year the trade has been satisfactory, and with the exception of January and February, 1911, the output has been entirely satisfactory, and the month of March promises to be exceptionally good with respect to the output in complete lines of paints and finishings. The output of January and February was light, but the increased prices more than made up for the weakness in the demand. At the time of writing linseed oil is $1.28 for boiled, which price at the present time is considered a few cents higher than the general linseed market would warrant. In Minneapolis at the present time there is said to be heavy stocks of Argentine seed, and local jobbers are expecting deliveries of seed from different parts of the country during the next few days. It is possible that linseed oil could be brought in from the Old Country with a profit, and it is reasonable to expect this if the present prices continue.

Turpentine is moving slowly due to the high price, which is $1.35 to-day. Turpentine is being adulterated seriously and many valuable substitutes are taking the place of this product. Last year's production was very light, and there are no reports to hand as to the prospects for this year's production, but producers are tapping at the present time and reports as to the turpentine flow this spring will be to hand very shortly.

NEW COMPANIES.

Curtis & Harvey Ltd., head office Montreal, have been incorporated, to manufacture explosives and ammunition of all kinds; capital stock, $250,000.

Power Specialties, Ltd., have been incorporated to carry on a general foundry and machinery business and to manufacture, instal and deal in furnaces, boilers, stoves, ranges and smoke consumers; head office, Ottawa; capital stock, $50,000.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, March 24.—One of the features in the paint markets during the past week has been the flight of turpentine. The strength that was hinted at in this market same time ago has been realized beyond what was but faintly expected. When it was stated only two weeks ago in these columns that stocks were reported to be very light in the Georgia and Carolina ports and that the general conditions gave the market decided strength, it was not expected then that an upward movement was so imminent and yet there was no particular reason for not expecting an advance. The market has gone up considerably since then and has certainly taken on new strength.

Linseed Oil.—The market shows steadiness and the conditions in regard to light buying and a very limited supply still obtain. It is stated here and there that there is some cutting of prices and that quotations are down as low as $1.10 per gal. for raw oil. The market price is however, from $1.14 to $1.15 per gal. for raw and from $1.16 to $1.17 for boiled. These prices are for quantities of from one to four barrels.

Turpentine.—According to reports received from different houses turpentine has been forging away from the figures at which it held for some time until a week ago. Stocks are very limited and those who are fairly well supplied are not particularly eager to dispose of their goods especially when their own requirements must be met. Quotations show considerable latitude according to reports. It is stated that figures are down as low as $1.20; another house quotes $1.24, but are not willing to sell and another is asking $1.35 per gal. for single barrels and claims that the latter is nearer the market price on account of advances following those of last week. All of which goes to show that turpentine is quite unsettled and is likely to remain so.

Paris Green.—Enquiry for Paris green has been satisfactory, and indicates a a good spring business. The trade is apparently buying now for the regular demand and much interest is being shown. Prices are quoted as follows: In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c.; 50 lb. and 100 lb. drums, 18¼c.; 25 lb. and 100 lb. drums, 18¾c.; 1 lb. packets, 100 lbs. in case, 20¼c. per lb.; 1 lb. packets, 50 lbs. in case, 20¾c per lb.; ½ lb. packets, 100 lbs. in case, 22¼c per lb.; 1 lb. tins, 100 lbs. in case, 21½c per lb.

Arsenate of Lead.—There is new interest in this article for spraying purposes and already some nice orders have been received. ...

White Lead.—The demand for white lead is increasing and the amount of business in white lead and white zinc is very appreciable. Purchasers are reported placing good sized orders. The current quotations are unchanged as follows: lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b. Montreal.

Putty.—There is no particular change to note in this market. Demand is good and prices are maintained as follaws, f.o.b. Montreal: Bulk, bbls., $2.20; bulk cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.55; 25's, cased, $2.70; 12½'s, cased, $2.90.

TORONTO.

Toronto, March 23.—The centre of the stage is still occupied by turpentine. This commodity has during the past week advanced several long stages in price and is selling here between $1.30 and $1.40. Some quotations have been received as low as $1.31 per gallon in less than five-barrel lots but the market price, at time of writing, is $1.38—a truly remarkable price.

Although the price of turpentine today is absolutely unprecedented—the high price during the American civil war can hardly be counted in this respect—there are indications that it will go higher before the month is out. Some say that ten cents will be added to the price; others are less conservative and predict still greater advances.

As a natural result there is little business being done in turpentine. Linseed oil is showing some signs of improvement but most of the orders received are for small lots. There is, however, a good tone to the paint market and the demand is quite seasonably brisk.

Linseed Oil.—The price remains stationary. A fair demand has developed, in view of the firmness of the market. Buyers who had been holding off in daily expectation of lower quotatians have now come into the market.

Turpentine.—The price on the primary markets of Savannah and Jacksonville has been advanced with a singular degree of regularity. On Wednesday the selling price was $1.03, which makes the cost of laying it down in Toronto $1.27. Stocks there are more depleted than ever. One report has it that, at the present juncture, there are no more than 1,100 casks of turpentine in stock in the two places; at this time last year, the quantity in stock ran from 20,000 to 25,000. While the present price is extraordinary, it is claimed by some that before March closes a further advance of probably 10 cents per gallon will probably be seen. Further than this, everything points to the continuation of more or less high prices into the summer. Contracts have been made for deliveries at different stages of the summer at prices higher than was contracted for last year.

As a natural result of the shortage and the present price, all kinds of substitutes are being pushed to the fore.

Wood Turpentine.—Manufacturers of turpentine that is produced from dead wood are following up very closely on the price for gum turpentine and none are offering at less than 10 cents below the gum price.

Rosin.—Rosins are acting in sympathy of course, with turpentine, being produced—as all know—from the same gum. The past week has seen advances from 65 to 75 cents per barrel. While quotations a year ago stood at $4.70 per 280 lbs., the same amount to-day cannot be bought at less than $8.10.

White Lead.—There is no change in the white lead situation. The price here remains stationary, with the demand showing a tendency toward growth. Little has been heard this week with reference to the possibility of price changes, so largely has turpentine occupied the attention of both buyers and sellers.

Putty.—The demand is picking up some and should show marked improvement in the course of a few weeks. In the meantime, prices are remaining stationary. Standard putty is quoted at: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25.lb. drums, $2.90; bladder in barrels, $3.

Varnishes and Japans.—There is a good steady tone to the market in these lines. The demand is growing almost daily and the first of April shipments will be heavier probably than for some years back. The strengthening tendency is, if anything, more marked. With turpentine still soaring and linseed oil remaining at the high notch set a fortnight ago, there is every excuse for the constant talk of advances in the price of varnishes. That the ingredients used by the varnish makers are costing much more goes without saying.

Shellac.—No change has been recorded in the price but there is a forming up tendency. The supply is still short and advances in the near future would not create much surprise.

Petroleum.—Prices are given this week as follows:—Canadian prime water white, 12½c.; United States water white, 14c.; Pratt's Astral, 16c. The market is strong with a good demand in evidence.

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Heroules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 50c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates. 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weter I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montrer

COPPER	Per 100 lb.	
Casting ingot.....	13 75	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron...	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron ,special.....	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (800)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Fire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 90	2 90
All bright, 52 sheets.....	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10	
24 " "	5 90	
26 " "	3 85	
28 " "	3 65	

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00

Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24.....	3 70
26.....	3 75
28.....	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 7
3½ "	27 08	3½ "	36 8
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron 65; standard bushings 70; headers 60; flanged unions 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch. 70 and 10; 7 and 8 in. pipe, 50 p.c

Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $4; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges 45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—5 10 and 2½ per cent
Wall Radiators—50 and 10 p.c
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 09	0 09½
Heavy red brass.....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap,No.1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll.	4 50	5 00
Sheets, 3 to 6 lb ft.....	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c per pound.
Traps and bends, 50 per cent.

SOLDER.	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 23

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 1.0 lb.	$44 50	44 45

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base.....	$6 00
I X, 14x20 base.....	7 25
I X X, 14x 0 base	8 50

Raven and Vulture Grades—

I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x2 base.....	7 00
I X X X, 14x20 base.....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	5 50 5 75
I X, 14x20 base.....	6 50 6 75
I X X, 14x20 base	7 50 7 75

"Allaway's Best"—Standard Quality.

I , 14x20 base.....	4 50
I X, 14x20 base	5 25
I X X, 14x20 base.....	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base.....	4 25
20x28, double box.....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin.....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs. " 14x60, " " 11x65, " }	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75 7 35
" " 26 "	7 85

WIRE

ANNEALED OUT BAY BAILING WIRE.

No. 1 , $3.30; No 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4.25; No. 15, $4.50; in lengths 6" to 11", discoun 30 per cent.; other lengths 20c per 10 lbs. extra; if eye or loop on end add 45c per 100 lbs. to the above.

CLOTHES LINE WIRE

No 7 wire solid line, No 17, $4.90; No 19, $5; No. 13, $2. 0; 6 wire solid line, No 17 $4 15; No 13, $3 10; No 19, $2 30 All prices per 100 ft measure; 6 strand, No 14, $3.60; No. 16, $2.90 F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.10; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22, $7.3 ; No 23, $7.6 ; No. 24, $8; No. 25, $9; No 26 $9. 0; No 27, $10; No. 28, $ 1; No. 29, $12; No. 30, $1 ; No 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $3; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25 lb bundles, 15c ; in 5 and 10-lb bundles, 25c ; in 1-lb hanks, 25c ; in ½-lb hanks, 38c ; in ¼-lb hanks, 5 c ; packed in casks or cases, 15c ; barging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs., Nos. 4 and 5, $3.80; 6, 7, 8, $3.55; 9, $3.30; 10, $3 80; 11, $3. 5; 12, $3.55; 13, $3.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c off

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5 c extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....	....	2 45
Galvanized, plain twist.....	....	2 75

Car lots and less.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized		2 85
Plain		2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BEESWAX

Per lb.....		0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)..	....	0 07
Litharge ground	....	0 09
" flaked	....	0 09½
Green copperas (green vitrol)....	....	0 01
Sugar of Lead	....	0 09

COLORS IN OIL

Venetian red 1-lb tins pure	....	0 09
Chrome yellow, pure	....	0 18
Golden ochre, pure	....	0 11
French ochre, pure.....	....	0 09
Chrome green, pure.	....	0 11
French permanent green, pure..	....	0 15
Signwriters' black, pure	....	0 17
Marine black 25 lb irons	....	0 05

GLUE

French medal.....	....	0 10
German common sheet.....	....	0 10
German prima	....	0 15
White pigsfoot.....	0 15	0 20
Brantford medal.....	....	0 10
" golden medal.....	....	0 11
" brown sheet.....	....	0 10
" golden sheet.....	....	0 13
" gelatine.....	....	0 22
" white gelatine.		0 20
" white glue.....	....	0 12
" 100 flake.....	0 10	0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 21½	0 21½
Tins, 1-lb., 100 in case.....	0 21½	0 21½

PARIS WHITE.

In bbls		0 90

PIGMENTS.

Orange Mineral, casks		0 09
" 100-lb. kegs.....		0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paint , base....	2 00
Canada Paint Co's pure 1 75	2 00
Globe house paint (Windsor).....	1 60
"New Era" house paint Windsor)..	1 85
Ramsay's Moor "Egyptian" Brand	1 50
Moore's pure linseed oil, raw ...	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 6
" Thistle.....	1 3
Martin-Senour 100 p.c. pure	2 0
Senour's Floor Paints.....	1 60
Jamieson's "Crown and Anchor"	1 6
Jamieson's floor enamel.....	1 75
Island City pure paints.....	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints.....	1 65
Sterling.....	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 12½	
U S. Water white "	0 14	
U.S. Pratt's astral "	0 16	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 17½	
Benzine, per gal single bbls	0 15½	
Pure Turpentine, single barrels	1 12	1 26
Wood Turpentine	0 60	
Linseed Oil, raw..	1 11	1 20
" boiled	1 14	1 23
Rosin, "G" grade, bbl. lots, 100 lbs.	3 25	

VARNISHES.

	Per gal.	Gals.
Carriage, No. 1		4 50
Pale durable body		3 50
" hard rubbing		5 00
Finest elastic gearing		3 50
Elastic oak		4 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 95
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Cee Pee Co. enamel		4 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastine exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co.'s Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B.B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson-Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over, 50-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05¾
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c., Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 60 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; no extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 13 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz		5 25
Folding handles, 8 inch, doz		1 80

DRILLS.

Bit stock drills, 3-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths		2 90
10 " " "		3 15
12 " " "		3 68
15 " " "		5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ¾ " "	10 00
" " ⅞ " "	13 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 35
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
⅜ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast	per doz.	6 75
Lift Tubular and Hinge Plain,	"	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitæ, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada lver flatware, 42 p.c.

PINCED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ¾ and upwards, 9c.; under ¾, 9½c.

Lath yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb	0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand. 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45

Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks	"	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 22
7-inch	"	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

THOWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Cbokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, doz	21 20
Garden, steel wheel, doz	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

It's high time to talk Paint and Varnishes

Spring is here—the season of house-cleaning, renovating, repainting and brightening up the home.

Mr. Dealer—nine out of ten of your customers are contemplating some painting job, big or little.

A suggestion from you **MIGHT** end all indecision and clinch the sale.

And every can of

MINERVA Paints and Varnishes

you sell is another step towards business success.

MINERVA PAINTS give absolute satisfaction and mean permanent, satisfied customers (the come-back kind) to you.

It's the Minerva high quality that counts—that insures a perfect job.

Every ingredient is the finest obtainable, and compounded and ground by Mechanically Perfect Machinery in the big Minerva factory.

For success, link your paint business to the Minerva trade mark. Make Minerva Paints, Enamels and Varnishes your specialty.



Our heavy newspaper and magazine advertising is creating trade for you.

Do not let your competitor reap **ALL** the benefit.

Show the people in your neighborhood you stock this high grade British Paint. Keep Minerva Products well displayed in the window and on the counter.

Learn all about the Minerva Proposition —Write us to-day.

There's a Minerva Paint Enamel and Varnish for every purpose.

PINCHIN, JOHNSON & CO.
(Canada) Limited

TORONTO, - - ONTARIO

Established in England in 1834

"It's so easy to paint with Minerva."

D. 70

A Trinity of Trade - Bringers

Lacqueret
For brightening the home

TRADE ELASTICA MARK

Flattine
Cabinet Finish

The Hardware Merchant who wants more and better business makes it his special business to push the International big Three.

Lacqueret a transparent lacquer, for giving new life and renewed good looks to old woodwork and furniture. Has innumerable uses in the home and sells steadily *all the time.*

Elastica is the *best* finish for floor work. It works with great freedom, covers the maximum area, and produces a brilliant, permanent finish. Unexcelled for finest trim work.

Flatt ne produces that desired rubber effect without *rubbing*. Is very durable and damp-resisting and dries hard over night.

WE CREATED THE DEMAND BY OUR INSISTENT CONSUMER ADVERTISING



"Elastica Stands the Rocks"

When you order Floor Finish be sure you get

TRADE ELASTICA MARK

Not something that sounds like Elastica, but

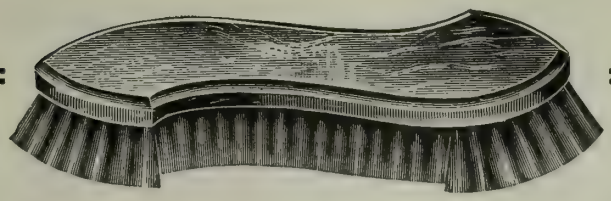
TRADE ELASTICA MARK

INTERNATIONAL VARNISH CO. LIMITED

TORONTO

Makers of Fine Varnishes
NEW YORK CHICAGO LONDON

Branch of Standard Varnish Works
BERLIN BRUSSELS



Make a Good House-cleaning Display of

BOECKH'S BRUSHES AND BROOMS

during the month of April (usually the first two weeks in the month are the most opportune—but of course depending largely on weather conditions) and increased sales are certain to result.

Do not fail to include all kinds of brushes in the "labor lightener" class.

WE WILL SUPPLY FREE TO THOSE REQUIRING SAME:

Window Display Cards :: Electros for Advertising Purposes :: Circulars for Distribution to Consumers

Drop us a Card if in need of any of the above.

THE BOECKH BROS. COMPANY, LTD.,

Head Office
80 York Street.

TORONTO, CANADA.

Factories
158 to 168 Adelaide Street West.

Our Transparent Wood Finishes

ARE IN A CLASS BY THEMSELVES. THEY ARE LIKE THE REST OF THE

DOUGALL VARNISHES

A LITTLE BETTER THAN THE BEST OF THE REST.

It is worth a trifle more salesmanship on your part to sell a high-grade varnish where a commonplace varnish has been inquired for. A good many dealers have proved this fact by experience, and are increasing their sales of DOUGALL VARNISHES right along. You need have no hesitancy in pushing our varnishes. Our reputation is behind every gallon that leaves our factory.

We would like you to write for our free booklet "QUALITY AND ECONOMY IN VARNISH AND VARNISHING." It will give you some pointers that are very useful in building up a trade in varnishes.

You can build up a reputation for yourself, and we will help you to do it.

The Dougall Varnish Co., Limited

305 Manufacturers Street, Montreal

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

MARINE PAINTS AND VARNISHES

THE CANADA PAINT COMPANY LIMITED



GRAND TRUNK PACIFIC S.S. "PRINCE RUPERT" AND "PRINCE GEORGE"
18 KNOTS 3,000 TONS 320 FEET LONG 42-FT. BEAM DOUBLE BOTTOM UNSINKABLE
OPERATE BETWEEN SEATTLE AND BRITISH COLUMBIA COAST POINTS

MARINE ENAMELS
MARINE BLACK
MARINE SMOKE-STACK BLACK
MARINE GREEN
MARINE BRIGHT RED
MARINE CABIN PAINTS
MARINE CABIN STAINS
MARINE ENGINE PAINTS
MARINE SMOKE-STACK RED
MUNRO'S COPPER PAINT
MAST PAINT
"AMBERITE" SPAR VARNISH
"AMBERITE" BOAT VARNISH
"AMBERITE" SALOON FINISH
OZONIZED DECK PAINTS
CEE-PEE-CO. ENAMEL
"ELEPHANT" WHITE LEAD
"ELEPHANT" SNOW WHITE ZINC

THE CANADA PAINT COMPANY LIMITED, OF MONTREAL, TORONTO & WINNIPEG, ARE THE LARGEST MAKERS OF COLORS & VARNISH IN THE DOMINION OF CANADA.

QUALITY FIRST





EVERY DEALER—

Those of you who handle Ramsay's Paints in the full line know well that it always has been quality first. There was no particular necessity to mention that to you, except as a reminder that 1911 will see the same policy carried out. Doubtless you are astonished sometimes that we are able to give you such high quality for such a small price, and when you figure the high cost of Oil and Turpentine, with even the tins advancing, you may well wonder; but it is always along those lines we work, and quality first.

Those of you who do not handle the full line perhaps wonder why you do not.

Every line of Ramsay's Paints and Ramsay's Varnishes is a money-maker for the dealer. Why? because he gets the quality and the price. There never was a time when a dealer could not make money out of Ramsay's Paints and Ramsay's Varnishes. Known to consumers for seventy years, there is a reputation behind the goods, and the sons to-day are using the brands their fathers used before them.

Since 1842 Ramsay's Paints have been made in Canada for Canadian homes through Canadian Dealers. Made right, at the right price.

Any dealer who wishes to know the paint line should know the Ramsay Line, and he is welcome to our complete catalogue showing all classes of money-makers whether he buys or not.

EST'D 1842

A. Ramsay & Son Co.

MONTREAL

THE PAINT MAKERS

RAMSAY'S PAINTS

ARE YOU AWARE THAT OUR

"QUALITY GLASS"

ALWAYS PLEASES?

PLATE
SHEET
FANCY
ROLLED
MIRRORS
AND
ART
GLASS

THE CONSOLIDATED PLATE GLASS CO. of Canada, Limited

TORONTO
MONTREAL WINNIPEG

ANNOUNCEMENT

¶ We urge your attention to the fact that we are in a better position this season to supply your Glass Requirements than ever before. Our new building which is nearing completion will contain the very best facilities for the handling of glass.

¶ Our aim is to give your orders the best possible attention, prompt shipments guaranteed.

¶ We are carrying very large stocks of all kinds of Glass which enables us to fill your orders promptly and to quote you better prices than could a small concern.

¶ Estimates cheerfully and promptly given.

Floorglaze—the high-polish, quick-drying covering for things indoors and out; M. L. Pure Paints—long lasting, for everything paintable; Elastilite Varnish—durable and brilliant; this is the trilogy that builds permanent business for paint dealers.

Floorglaze

M. L. Paints

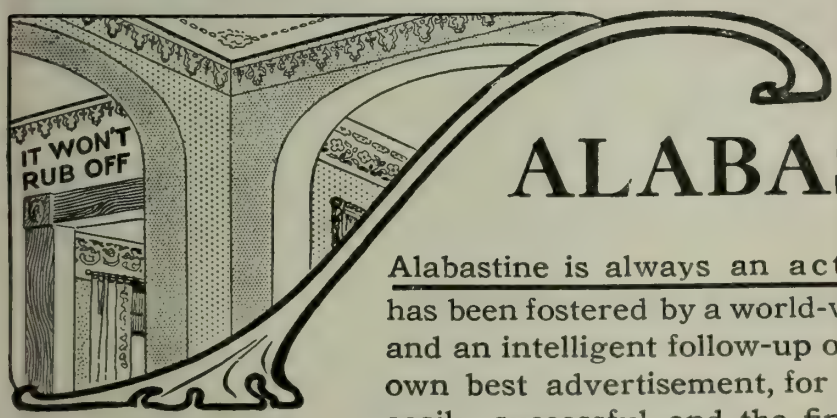
Elastilite Varnish

Imperial Varnish and Color Co., Limited
8-24 Morse St., Toronto

For Your "Best" Trade

Sample tins and prices on application.

Stocks at 106 Princess St., Winnipeg and 527 Beatty St., Vancouver



INCREASE YOUR ALABASTINE SALES

Alabastine is always an active stock. The Demand has been fostered by a world-wide campaign of advertising and an intelligent follow-up of circulars. Alabastine is its own best advertisement, for even with home labor it is easily successful and the finish is clean and beautiful.

HERE'S OUR NEWEST IDEA

We will suggest up-to-date, artistic, color treatment for the homes of your prospective customers, sending them colored sketches showing what the tinted walls will look like, thus aiding you to make the sale. After they **have purchas**ed the Alabastine we supply them with stencils free, making artistic effects and pleased customers certain. If you have not our Information Blanks and Free Stencil Circulars, write to-day for a supply.

PUT US IN TOUCH WITH YOUR CUSTOMERS

This plan makes new business

The Alabastine Co., Limited

PARIS, ONTARIO



It Takes *Time* to Tell What a *Varnish* is Worth

Talk is no *test*—claims *prove* nothing. *Exposure is the* thing that *tells*. The *calendar* writes the *real* story of quality. When a varnish has stood *dampness* and *heat* —*humidity* and *frost—then* the consumer is in a position to know whether you have sold him the right goods.

Glidden's M.P. (Master Painters) Durable Exterior

is *guaranteed* not to *whiten, crack* or *peel.* Any varnish that *makes good* on *ships* and *yachts*, buffeting the raw elements, will make good *anywhere.* The *first choice* of *ship-builders* all over the *country*—they *know.* As elastic as rubber and as easy flowing as oil. Sets dust-free in four to five hours and dries perfectly, according to the thermometer and the barometer.

Do You Sell The Glidden Line?

If not, why not find out where and how you can increase your trade and your profits with these goods?

The Glidden Varnish Company

Cleveland, Ohio **Toronto, Ont.**

Branches: New York - Chicago



Mr. Paint Dealer:

NEW ERA HOUSE PAINT

is going to be handled in your town this season if it is not already there.

NEW ERA is not a new paint, but this season it will bear a NEW LABEL. The paint is not made in any new way, but is still made from Pure Linseed Oil just as it was when the price of Oil was low. The design on this page will be the centre of the New Label, and it will be the Brightest and most Attractive Label on any can of Paint in Canada.

Just remember that the QUALITY OF THE PAINT and the BEAUTY OF THE LABEL will make **New Era House Paint** the biggest money maker on the market.



The sale of GOOD MIXED PAINTS will be greatly increased this year by the high price of Linseed Oil.

Handle the SUPREME QUALITY KIND and make this your BANNER YEAR in PAINT PROFITS.

In addition to NEW ERA HOUSE PAINT we also supply a complete line of High-Grade Varnishes, Dry Colors and Shelf Specialties. Our Varnish Department and our Dry Color Department are the largest of their kind in Canada, and we guarantee all their products.

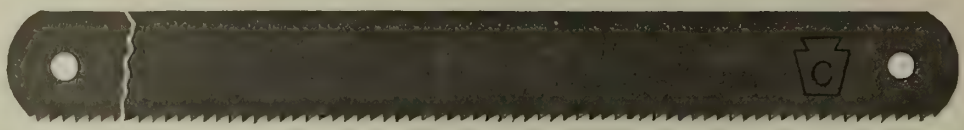
WHY NOT get in first on this excellent proposition? Drop us a card for Catalogue and further information regarding the advantages of handling our lines.

Standard Paint & Varnish Co., Limited

Windsor, Ont., Canada



Disston Chromol Hack Saw Blades.



FOR Metal Cutting, no saw is superior to the Disston Chromol Hack Saw Blade.

It is made throughout of Chromol Steel.

The teeth are milled in, making them clean, sharp and giving the greatest possible strength.

Hardened by our special process.

Taking the Chromol Saw day in and day out, we guarantee it will do more satisfactory work than any other hack saw on the market.

Made under the DISSTON Brand only.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - PHILADELPHIA, PA.

Canadian Works:—FRASER AVE., TORONTO, ONT.

A LINE OF "DREADNAUGHTS"

That Will Pull Business!

"J.B." Shoe Polish
Shoe Dressing
Silver Cream
Silver Powder

Stovepipe Varnish
Furniture Cream
China Cement
Embrocation
Harness Dressing

Also the "Boss" WASHING MACHINE, and special Warehouse and Factory Brooms

GET OUR PRICES.

WALTER WOODS & COMPANY,

HAMILTON AND WINNIPEG.

Gillett's Perfumed Powdered Lye

Everywhere recognized as the **Standard** Lye of Canada



Refuse substitutes — Has no equal

USEFUL FOR 500 PURPOSES

E. W. GILLETT COMPANY LIMITED

Winnipeg — TORONTO, ONT. — Montreal



World-Famous Tapestry Burlap

WRITE TO-DAY FOR SAMPLES OF

LIN-UNA and BAS-KA-NO

The Favorite Decoration for Discriminating Householders

Direct from the Mecca of the Burlap Industry; the culmination of over half a century of toil, experimentation, progressive experience.

The Samples bear out the pedigree, Mr. Dealer.

Every time our Booklet of Samples is exhibited it convinces someone of the Beauty and Durability of our Tapestry Burlap. These Booklets will secure sale after sale for you just as they have secured agent after agent for us.

Do you know, Mr. Dealer, that Tapestry Burlap is a Popular, Quick-selling Decoration from ocean to ocean. You will find it used in innumerable homes. It will be used in countless more.

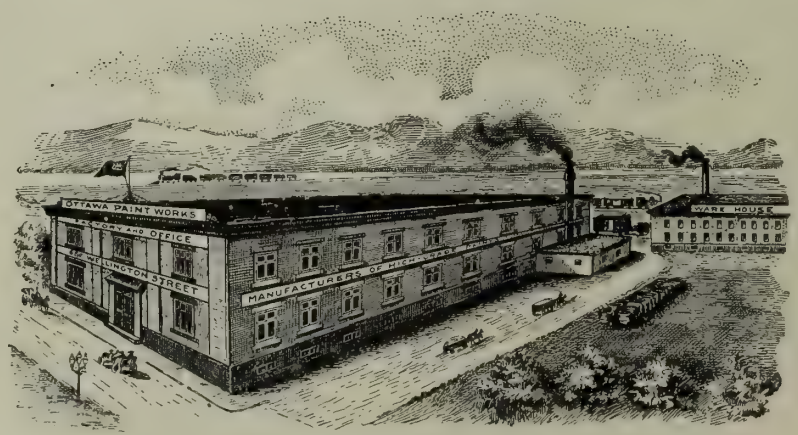
Let our Tapestry Burlap be the Magnet that will draw all the best customers into your store.

Drop Us a Card NOW for a Sample Book

The Winnipeg Paint and Glass Co., Ltd.

The Home of Good Paint

Our Motto: Exactness and Quality



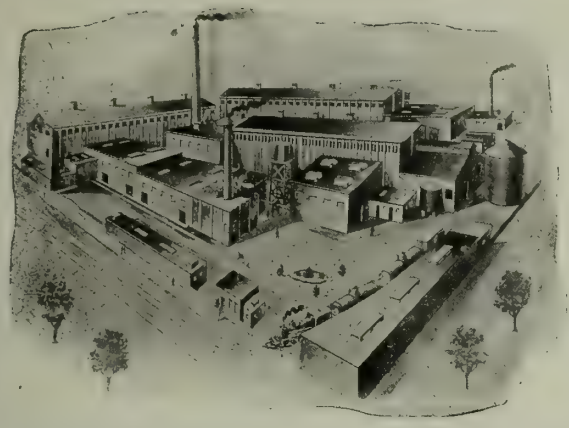
Everything is made under Personal Supervision

Send for our 1911 Price List and Color Samples

It will save you a lot of trouble and increase your profits. Do it now!

THE OTTAWA PAINT WORKS

Ottawa, Ontario — Makers of Good Paint



The above cut illustrates our complete plant, showing the new addition just finished.

WE LEAD THE WORLD

The ever-increasing demand for

BEAR BRAND LAMP BLACKS

has necessitated this increase in our manufacturing facilities, as shown in the figures below:

	CAPACITY
1902 - - -	3,000,000 pounds
1905 - - -	6,000,000 "
1911 - - -	10,000,000 "

Our growth is entirely due to the consistent high quality and absolute uniformity and purity of our products, together with the courteous treatment always extended to our customers.

If you are not using OUR BLACKS, write us and we will submit samples and prices which will save you money and secure your orders.



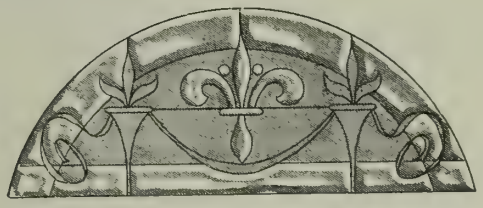
WILCKES MARTIN WILCKES CO.

The Largest Makers of Fine Lamp Blacks in the World.

Office, 135 William Street - - - New York

Factory, Camden, N.J.

CANADIAN AGENTS — E. FIELDING, 34 Yonge Street, Toronto, Ont.
FRANCIS HANKIN, & CO., 230 Coristine Bldg., Montreal, Que.

Leaded  Glass



We are the largest manufacturers of

Leaded Art Glass

in CANADA, making same at all our four warehouses. Prompt shipment and entire satisfaction guaranteed.

WRITE FOR CATALOGUE.



The Hobbs Manufacturing Company, Limited

Warehouses:—LONDON, TORONTO, MONTREAL, WINNIPEG

The Modern Way To Sell Varnish

YOU have got to have "team-work" to sell varnish. You have got to know your line and the maker of that line. You have got to know your customers and your customers have got to know the line you sell

And more—the manufacturer must know you —must work with you, to help you sell his varnish. It's "team-work," co-operation, and mutual help, the steam that makes the wheels go 'round. Otherwise you will have just as much difficulty selling varnish as you always did.

When Pratt & Lambert sell you varnish, they help you sell it to your customers. They take it for granted that you will do your part and make every effort to do their part.

It is this "team-work" that permeates every part of the P & L organization and produces the varnishes and selling power that will win out and make money for the dealer.

If you would know what real varnish selling "team-work" is, write to-day to

PRATT & LAMBERT-Inc.
VARNISH MAKERS 62 YEARS
24 COURTWRIGHT STREET, BRIDGEBURG, CANADA
FACTORIES:
BRIDGEBURG, CANADA
LONDON PARIS HAMBURG
NEW YORK BUFFALO CHICAGO

Benjamin Busy



WHY?

BECAUSE

THEY have been adopted by roofers and contractors as an article of unique merit that effects a two-thirds saving in labor.

THEY are pressed from one solid piece of drawn wire, with heads carefully rounded and planished, so as to afford a solid compact without injuring the frailest roof covering.

THEY make a much superior watertight finished roof, and will outwear any other roof fastener.

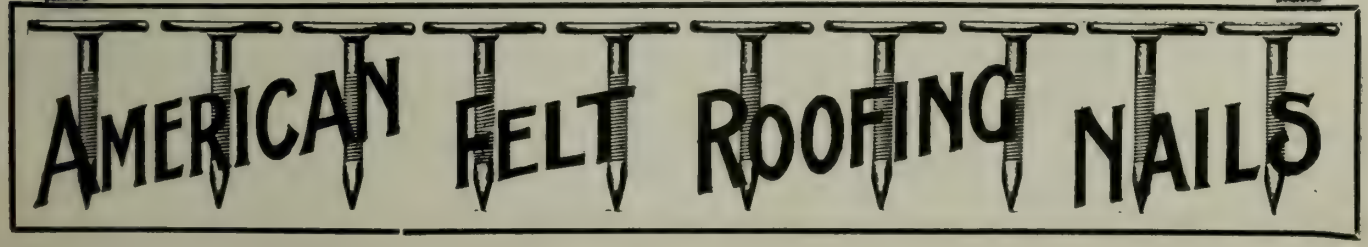
THEY are indestructible and particularly adapted to our climate, where sleet, snow and frost have demonstrated the unsuitability of other makes.

THEY have received the approval of the most conservative purchasers and are stocked by leading wholesale and retail hardware dealers.

THEY are in a class by themselves, so why not protect your customers' interests by starting now? It's never too late.

THEY sell themselves, after being properly introduced, with their unique features.

UNITED STATES STEEL PRODUCTS CO., MONTREAL



ALEXANDER GIBB

Manufacturers' Selling Agent
and Metal Broker

13 St. John Street, Montreal.

ANVILS AND VISES.—Mousehole Brand.

BOILER TUBES.—Eadie's make.

BRASS SHEETS.—Rods, etc. Brass Cased Tubing.

COPPER.—Sheets, Rods, Tubing, etc.

CHAIN.—All kinds (American).

FIRE-BRICKS.— "Glenboig" and "Gartcosh" Brands, also Fire-Clay.

GALVANIZED SHEETS and GALVANIZED CANADA PLATES.—"Comet" Brand, also Steel Sheets for Deep Stamping, Drawing, etc.

GALVANIZED WIRE NETTING.

HANDLES.—Wood, all kinds, Hay Rakes, Snaths, Horse Pokes, etc.

HARDWARE.—All Kinds (English).

HARDWARE SPECIALTIES and Water Filters.

IRON.—Bar, Band, Hoop, and Sheet.

DRY COLORS, etc.

STEEL.—Sleigh Shoe, Tire, Toe Caulk, Spring, etc.

SHOVELS.—Scoops, Spades, etc.

SWEDES.—Iron and Steel

TIN.—"L & F" Ingot Tin.

TINPLATES.—Coke and Charcoal, also Tinned Sheets.

TOBIN BRONZE.—Rods and Sheets.

TOOL STEEL.—All Qualities, also High Speed Steel and improved High Speed Drills, "Conqueror" Brand.

VALVES AND COUPLINGS for Compressed Air and Hydraulic Purposes, "Caskey" Brand, guaranteed not to leak.

WHEELBARROWS.—All kinds, Scrapers, Trucks, Carts, etc.

MUSIC SPRING WIRE.

WOOD—PULP—STONES.

WHOLESALE ONLY


MARTIN-SENOUR
PAINT
100% PURE
510
PROTECTED

THE MARTIN SENOUR CO'S. POPULAR SPECIALTIES

PIONEERS PURE PAINTS.



PROTECTED

The paint dealer who builds his business on MARTIN-SENOUR PAINTS is safeguarded on all sides—his line has not a weak spot which competition can safely assail. It is certainly gratifying to look over your books and see that business is growing year after year—to see the names of the same customers season after season. You can have that *gratification*—that *satisfaction*—that *protection* if you sell



Martin-Senour Paints

for floors and furniture—for wood and iron—for the stove-pipe, the radiator, the bath-tub; paints for every purpose—on the house, in the house, or around the house.

But it is not what we *claim* that makes our paints superior—it is the way we make them, the materials that go into them, and the way they stand the wear—*"That's Quality"*—that is what brings buyers back year after year.

And that is why Martin-Senour Paints are real money-makers and permanent trade winners for the dealer.

Let this unvarying, uncommon quality *"Protect"* you and your trade.

Write to-day for our Dealer's proposition—get all the profits that are coming to you.























THE MARTIN-SENOUR CO., Limited

PIONEERS PURE PAINT

Montreal **Chicago** **Toronto**



The "Gem" Washer

Headquarters

For WASHING MACHINES, CLOTHES WRINGERS, TUB STANDS and IRONING BOARDS.

We have specialized on the above lines for some years past and have no hesitation in claiming that we make the most effective, most durable and most easily operated line of Washers and Wringers on the market.

Here are just three of your leaders, any of which can be handled by the Retailer with complete satisfaction.

Winner No. 2
"Gem" Washer
Connor Ball-Bearing Washer





Get details of our range. There is a new era of profit ahead for the dealer who features the Connor Specialties.

J. H. Connor & Son, Ltd.

OTTAWA, ONTARIO

AGENCIES:—E. B. HORSMAN & SON, Vancouver, B.C. FINDLAY BROS. & CO., Winnipeg, Man. MERRICK-ANDERSON CO., Ltd,, Winnipeg, Man., Exclusive Agents for Connor Ball-Bearing Washer in the North-West. DELORME BROS., Montreal, Que.

Agents Wanted in Unrepresented Districts.

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

PRODUCERS OF

Bar Iron, Bar Steel,
Bands, Angles, Sleigh Shoe and Tire Steel.

Wrought Pipe,
Merchant, Black and Galvanized.

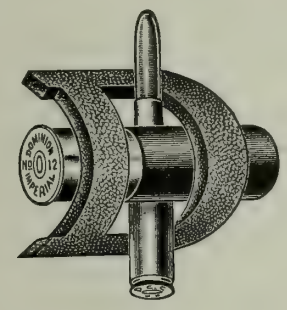
Wood Screws, Machine Screws,
Stove Bolts, Tire Bolts, Rivets and Burrs,
Wire and Wire Nails,
Horse Shoes, Horse Nails,
Bright Wire Goods,
Wire Fencing, Washers, Tacks, Spikes.

HEAD OFFICE: **HAMILTON, CANADA**

DOMINION AMMUNITION

Don't Forget the Guarantee

A new box for every defective cartridge returned to us direct or through a dealer.

TRADE  MARK

Dominion Cartridges and Shot Gun Shells give a combination of Quality, Profit and of Price to the consumer, that will make your Sporting Goods Department a success.

Dominion Cartridge Co., Ltd.

Ammunition Manufacturers, Montreal, Canada



Dealers Have Almost Doubled Their Sales of Ross Sporting Rifles

$25.00
AND UPWARDS

A Rifle must "make good" or sales will stop.

No other new article is more generally or intelligently discussed than a new rifle.

The Ross Sporting Rifle has met the keenest criticism, stood every test, and made good.

Dealers everywhere appreciate the advantage of handling a rifle that can be procured quickly, that can be depended upon in every emergency, that gives general satisfaction and is in ever increasing demand.
That is the Ross Rifle.

Illustrated Catalogue upon request



ROSS RIFLE CO. **QUEBEC**



Stanley Tools

STANLEY "HURWOOD" SCREW DRIVERS have Blade, Shank and Head formed of one piece of special steel. A rivet through the Ferrule Handle and Shank, as well as the Head, with two projecting wings (see cut) securely fastens the Handle. This construction makes the "Hurwood" Driver unsurpassed for strength and durability. "Hurwood" Drivers are made in two forms: one in which the Metal Head comes clear through the Handle, and one designed for electricians, giving the same advantages of strength, but having the Head countersunk in the Handle and insulated by non-conducting plug. All "Hurwood" Drivers have finely tempered Blades, and are well finished and fully warranted.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels and, as fast as practicable, to these will be added other lines of tools shown in our catalogue.

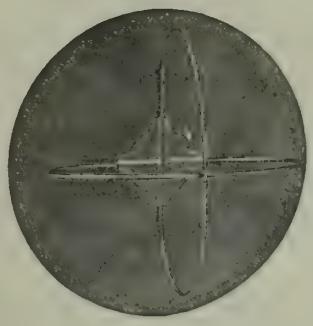
The word "STANLEY" appears on every tool

ADDRESS ALL COMMUNICATIONS TO

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED



CLARK'S GEM FLUE STOPS



Fill a real want—They stop the flue. They are simple and compact.
Every Stopper is perfect and handsomely finished.
If your Jobber does not have GEM FLUE STOPS write us.

MANUFACTURED ONLY BY

J. L. Clark Manufacturing Co.

ROCKFORD, ILL., U.S.A.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates, Canada Plates.

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto



HAND VISES

There is a steady demand for a strong, serviceable Hand Vise. Supply it.

Goodell-Pratt's Hand Vises will satisfy your most particular customers. The Jaws are drop-forged and case-hardened, they are constructed so that the Jaw-faces are always parallel, an invaluable feature.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON CANADA

Sales Agents, Ontario—Baines & Peckover, Toronto
Manitoba--Bissett & Loucks, Winnipeg

Reliable QUALITY

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

We manufacture a wide range of

Chisels

Draw Knives

Hammers

Axes

Lumbering Tools

Adzes

Every Article Guaranteed

Carried by all Leading Jobbers

Allan Hills Edge Tool Co., Limited

GALT, ONTARIO

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

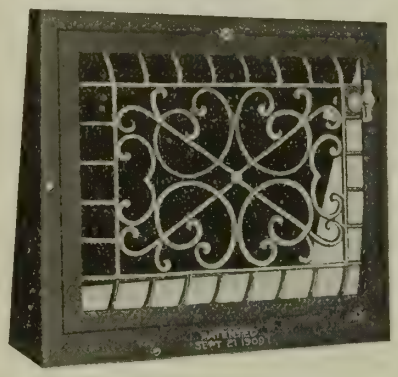
which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

STANDARD CHAIN COMPANY



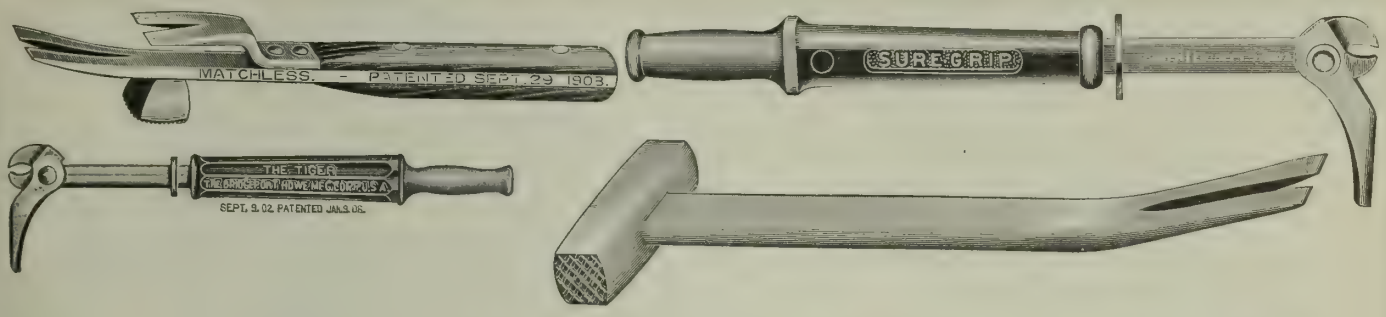
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



Write us for CIRCULARS, CATALOG, PRICES.

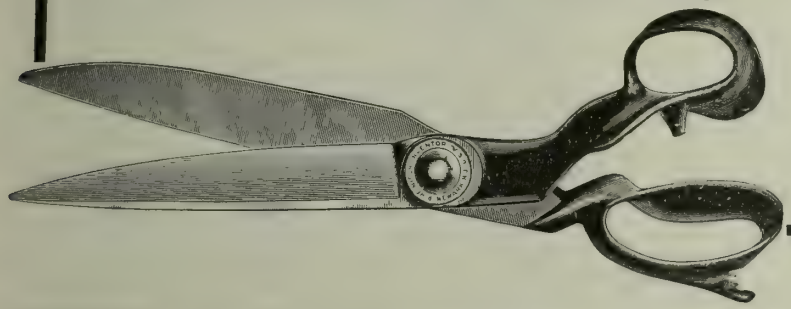
The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.

HEINISCH TAILOR SHEARS

Perfectly Finished—Correctly Tempered—Keen Cutting Edge

Best Quality Japan. Highest Quality Materials and Workmanship.



ALL JOBBERS STOCK THEM

:: :: We also make :: ::

SCISSORS, TRIMMERS, TINNER SNIPS

The Best that can be Made

R. Heinisch's Sons Co., Newark, N.J., U.S.A.



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

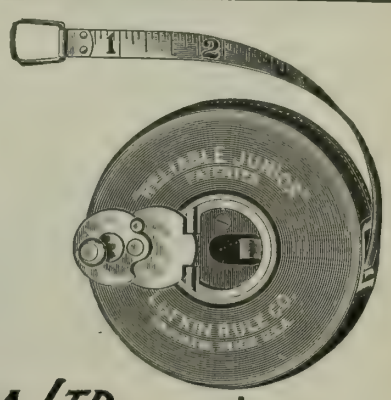
Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

A SATISFACTORY LINE

TO HANDLE

You need have no hesitation in recommending the



"White" Mop Wringer

It is a wringer whose good qualities have found favor with thousands of Canadian housewives. Neat, inexpensive, durable and reliable, the "White" Wringer has proved itself a line that is a real pleasure to sell.

Ask your jobber for the "White;" if he cannot supply you, write us direct.

White Mop Wringer Co.

FULTONVILLE, N. Y.

Manufacturers of Mop Wringers exclusively.



SEND FOR SAMPLE



TEST IT THOROUGHLY

The "Triumph" Lawn Sprinkler

No working parts to get out of order.
No hissing noise from force of water.
No rust—it is made entirely of brass.
Beautiful fine spray covering wide area.
Can be held in the hand when watering flowers.
Price away below many others.
Nothing better at any price.

MADE BY

Hardware Supply Co.

GRAND RAPIDS, MICH., U.S.A.

We make many other hardware specialties and are glad to submit samples

IT SELLS



IT-SELF

If SNAP has not got a prominent place in your store, you are losing business by it.

The public demand SNAP, and if you do not stock it, you are letting the business go to someone in your town who is more enterprising than yourself.

SNAP will make good friends for you, and will bring customers to your store.

There is good profit in this line, and IT SELLS ITSELF.

Order SNAP, the hand-cleaner, from your dealer to-day.

THE SNAP COMPANY, LIMITED

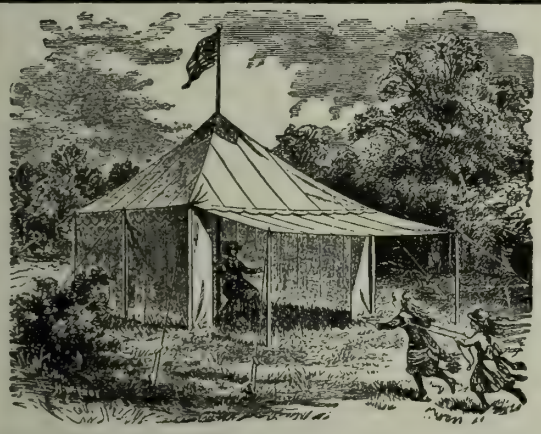
MONTREAL

Harringtons Galvanic Aluminum Paint

From Purest Materials. Incomparably the best and cheapest for **PIPES, STOVES, RAILS,** and all Metal Work. Stands any temperature. Used by leading Engineering, Heating Apparatus Makers, Railway and Shipping Companies.

Sole Manufacturers, HARRINGTONS LIMITED

Shandon Color, Paint and Varnish Works, - - CORK, IRELAND



TENTS

FOR SALE or TO RENT

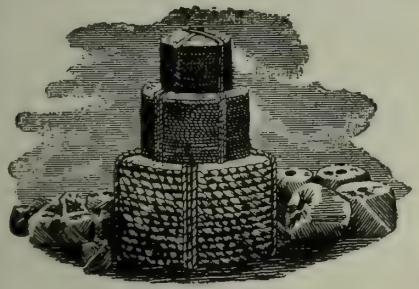
Write us for prices and samples.

WE ALSO MANUFACTURE

Awnings, Flags, Coal Bags and Horse and Wagon Covers made of Wm. Wilford's matchless waterproof cloth.

RAYMOND BROS., *172 KING ST.*, London, Ont.

Catalogue on request.



BEST IN QUALITY.
PRODUCT OF CANADIAN INDUSTRY
LEADING IN POPULARITY.

GET IN THE SWIM

WITH

OUR ARMY OF SATISFIED CUSTOMERS

WH THE

4 Maple Leaf BRANDS OF **Binder Twine**

Maple Leaf	500 feet
Silver Leaf	550 feet
Gold Leaf	600 feet
Gilt Edge	650 feet

Ask for our Hayfork and Sling Ropes—Best Manila, British Manila and Sisal

BRANTFORD CORDAGE CO., Limited :: BRANTFORD, Ont.

GET THE GENUINE

"Enox" High Speed Hack Saw Blades

MADE OF BEST SHEFFIELD STEEL



There are no others "Just as Good."

Look for the name "ENOX" stamped on every blade, and satisfy your customers.
It is a guarantee of best quality obtainable.

F. M. FRYE & CO. - 46 Upper Thames Street - LONDON, E.C.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BRASS SIGNS AND STENCILS.

The Mayo-Brown Mfg. Co.
124 McNab St. North, Hamilton, Ontario

Brass Signs and Stencils, Steel Stamping Tools of every description. Embossed Metal Goods – Checks, Corporation, Notary, and Lodge Seals, Steel Stamps of every description, Carriage, Machine and Name Plates.
Agents wanted in each locality.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GRAY IRON CHAPLETS

All sizes, plain, coppered and tinned.
¼ inch to 2 inches.
Sold by all Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS

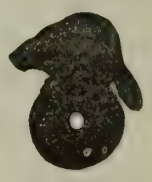


THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue.

Manufactured by
THE COLLINS MFG. CO. - TORONTO

HOOKS.

Ask your jobber for Gold Coin Wire Hat & Coat Hooks, the kind with a good thread and point, made by automatic machinery.



Send for Sample to

JAMES & REID, Sole Mfrs.
Perth - - Ont.

IRON AND STEEL.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

The
Condensed Ad.
page
will interest you

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented

MONKEY JACKS.

Trewhella Bros.' Australian Monkey Jacks
For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable, expeditious and necessary tool for every farmer.

Trewhella Bros.
9 Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham Victoria, Australia

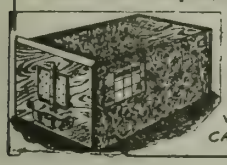
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



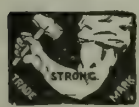
Will Hold Up a Shelf

Patented April, 1889

That's what a shelf bracket's for For this purpose there can b NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

TOOLS.



OUR OFF-SET
TOOL HOLDERS



Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.

Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

Look for the Name
MYERS

Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

The "INFALLIBLE" GLAZIER'S DIAMOND
Just the Tool for inexperienced Glass Cutters



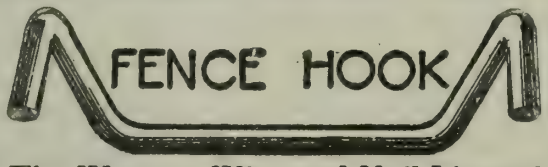
MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Limited, - Co., London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Roadway, Near Queen Street - - - TORONTO

SPRING ORDERS NOW



Anticipate your house-cleaning-time needs by ordering requirements in good time. We are booking daily large orders, and want yours as quickly as possible. You know ROYAL POLISHES—what they will do, their popularity—and you have before now realized the profit they carry for you.

ROYAL POLISHES COMPANY
MONTREAL



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

THIS IS YOUR BUSINESS

the supplying of belting to all local mills, factories, threshing outfits, etc. An assortment of Goodhue's

LEATHER BELTING

displayed prominently in your store and judiciously advertised in other ways, such as in local papers or by circular letters, will bring you a lot of good belting business.

WRITE US FOR PRICE LIST

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

BISSETT & LOUCKS, P.O.BOX 116 WINNIPEG, MAN.
Western Agents

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

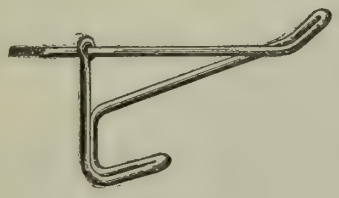
Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

Hook on to a Good Hook



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, made a little different from the other kind. J. & R. Hog Rings are made of good wire, specially tempered for our own use.

James & Reid, Perth, Ont.

Also manufacturers of Crescent Steel Sleds.

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Pliers Vices

SPECIALITIES OF ALL DESCRIPTIONS

For Sale by Leading Wholesale Houses.

Cote, Boivin & Cie., Inc.

Wholesale Shelf and Heavy

HARDWARE

Head Office : CHICOUTIMI

Branches at Roberval and Hebertville Sta.

Phone long distance **Correspondence solicited**

Marvellous POLIVIT

PATENT

The Lightning Silver Cleaner

POLIVIT must not be confounded with ordinary aluminum that is used with an alkaline solution and sold as Silver-Shine, etc. Polivit is a metaloid plate, consisting of a combination of alloys, that has the remarkable property, when used in hot water with the addition of common washing soda, of removing tarnish from silver and electro-plate, as well as giving it a beautiful lustre. It has been patented in England and abroad and has been tested and demonstrated as the best silver cleaner on the English market. It won the gold medal at the Exhibition in London in 1909 in competition with aluminum imitation cleaners, polishes and powders of all kinds. It is used by the largest hotels, leading clubs, and best families in England. Stock Polivit and anticipate a large demand.

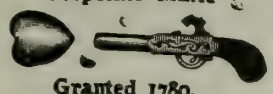
Write for full information

A. A. SHUTE, Fredericton, N.B.

Sole Agent for Canada

STAMPED ON THE

Corporate Mark



Granted 1780.

GENUINE ARTICLE

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

PRESSED STEEL HINGES OF ALL DESCRIPTIONS.

TEES, BUTTS, & GARNETTS &c. &c.

HINGES

WRITE FOR LISTS & DISCOUNTS TO THE

LONDON PRESSED HINGE Co. MILLWALL DOCKS, LONDON, ENGLAND.

ANYONE CAN USE

THE "SPECIAL" SAW SET



MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

FULLY WARRANTED

THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS

SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

HARDWARE IS "STRONG" WARE and so is

New Brunswick "KRAFT"

WRAPPING PAPER

ASK YOUR WHOLESALER

The NEW BRUNSWICK PULP & PAPER CO., Ltd.

Sales Office and Warehouse } *154 Wellington Street West* **TORONTO** *Main 109*

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

BETTER VALUE

For the price than any other hand sprayer on the market. That is why so many Hardware dealers specialize on the CAVERS

Improved Automatic Compressed Air Sprayer

It runs continually from 6 to 10 minutes and is the handiest machine in the world for spraying potatoes, small fruits, cattle, poultry; for whitewashing outhouses, etc.

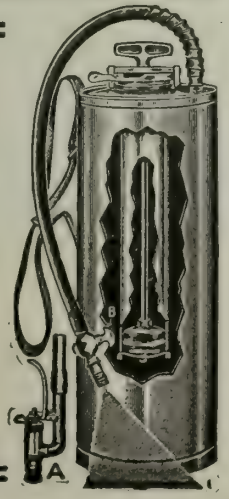
Every farmer and gardener is interested in this Hand Sprayer. Some valuable improvements have been made on the 1911 machine—see them—write for circular.

Write us for special terms and datings

CAVERS BROS.

Manufacturers

GALT .:. .:. ONT



Kitchen Wire Goods

are a fast selling and profitable line for the hardwareman.

THE PARKER WIRE GOODS CO., *Worcester, Mass., makes everything in wire hardware. Write for prices.*

DINGMAN & McCOMBE

Montreal **Canadian Representatives**

MALTHITE
ASPHALT ROOFING

will prove a ready seller for your Spring trade because it is a real satisfaction giver and costs you less by 25% than any other roofing on the market.

"Malthite" Roofing is made solely from selected rags treated in our up-to-date plant, and the saturation employed is the best natural asphalt procurable, costing $40 per ton.

A line you can thoroughly recommend.

Send along you order promptly.

The Dominion Roofing Co.

of Canada, Limited,

31-33 Front St. East,
TORONTO, CANADA.



No. 253

The Line OF Sustained Profit!

You can handle with Profit and Satisfaction a Full Range of

TORONTO Gendron CANADA

Go-Carts, Folders, Express Wagons

Etc.

They come in a Large Variety of Styles, and are well and truly made of First Quality Materials.

WRITE FOR CATALOGUE SHOWING OUR FULL ASSORTMENT

The GENDRON MANUFACTURING CO., Ltd.
TORONTO, CANADA



Every One Sold Sells Many More

Beyond Competition

It is no mere brag for us to say that the

"Kansas" Pruning Knife

(Improved)

is beyond competition. One glance at its improved construction, its positive action, its absolute freedom from all complicated parts, will convince any discerning dealer of its unique superiority. The "Kansas" takes off any branch up to one and a quarter inches in diameter. No climbing or straining. To take a limb off near the trunk simply place the hook over the limb, pull on the handle, and the work is done. For snipping off outlying twigs, pull on the string instead of the handle. The "Kansas" is so much better, quicker, and more convenient than the next best that five or six trees can be trimmed with it while one is being done with any other knife made.

Consequently the "Kansas" is the BIG seller.

Write for Circulars and Trade Prices.

International Tool Co.
Cor. Porter and 4th St., Detroit, Mich.

TAYLOR-FORBES, CO., Limited
Guelph, Ont., Canadian Manufacturers



KRAFT PAPER

We have tried all kinds of Wrapping Paper in our Order Department and have found KRAFT superior to all. Made from wood pulp, it is lighter in weight and much tougher, and dosen't cost half as much as the old kind.

LEWIS BROS., LIMITED

MONTREAL

OTTAWA TORONTO VANCOUVER



THERE'S MONEY in Community Silver, because it sells easily; because its high quality is exactly what the people want to-day; because it is the best advertised plated-ware on the market; because it offers fullest value to the consumer and the most generous profit to the dealer. ORDER NOW—and get your share.

ONEIDA COMMUNITY, LTD. - NIAGARA FALLS, ONT.



VICTOR TRAPS

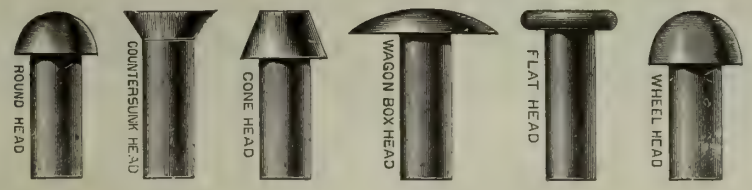
BEWARE of unknown traps. An unreliable trap jeopardizes your trade, for a trap is valueless if not a perfect machine. Victor Traps will not lose fur—they are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper.

ONEIDA COMMUNITY, LTD., Niagara Falls, Ont.

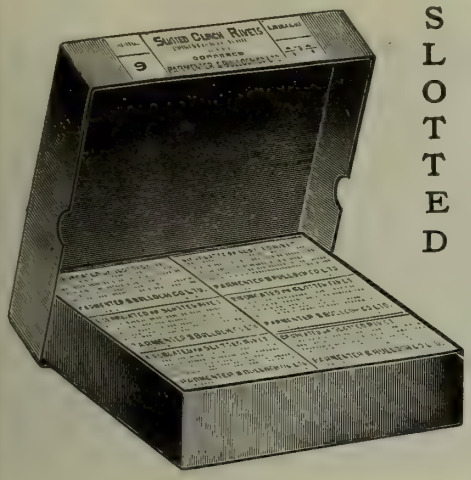
Also makers of Newhouse, Hawley & Norton, and Oneida Jump Traps.



WIRE PRODUCTS



SHEET METAL PRODUCTS



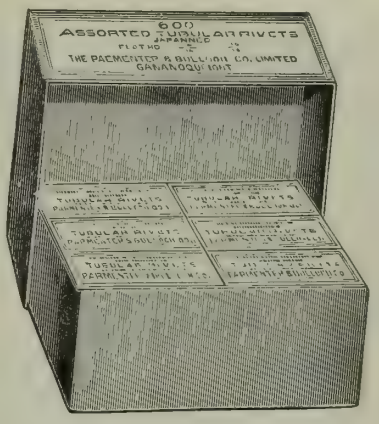
RIVETS

Iron and Copper, ½ in. diameter and smaller.

Iron Burrs and Small Washers, Wire Nails, Copper Nails.

Escutcheon Pins in Brass and Steel.

Hardware Specialties



THE PARMENTER & BULLOCH CO., Limited

GANANOQUE ONTARIO

Montreal: 32 St. Dizier St. Phone Main 1023 **Toronto: 76 Wellington St. W. Phone Main 6663**

J. H. ROPER

Representing
JOHN SHAW & SONS
Wolverhampton Ltd.
WOLVERHAMPTON
General Hardware and Metal Merchants

GENERAL HARDWARE AND METAL AGENT

Lowest Quotations on

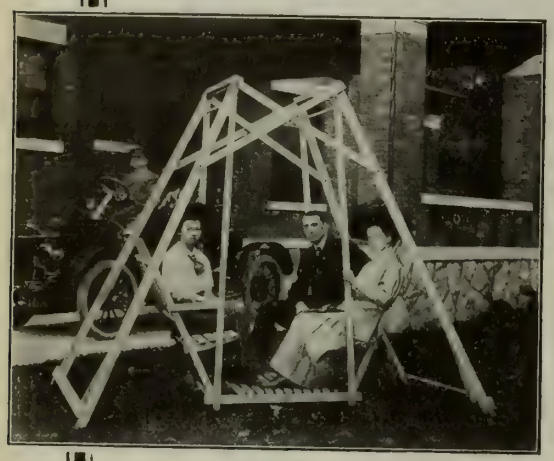
Coil Chain, Bar Iron, and Steel (Toe Caulk, Tire, S. Shoe and Spring), Black Sheets, Tin Plates, Canada Plates, Sheet Lead, Sheet Zinc, Cast Iron Soil Pipe, Sash Weights

Inquiries Solicited from the Jobbing Trade

Office and Sample Room: 433 Coristine Building, Montreal

THE STRATFORD MFG. CO. LTD.

We Can Supply You Promptly!



THE RECEPTION GIVEN TO OUR LINE OF

"Stratford"



Lawn Swings and Ladders

has been cordial in the extreme, and a large addition to our factory has been necessary to meet the demand.

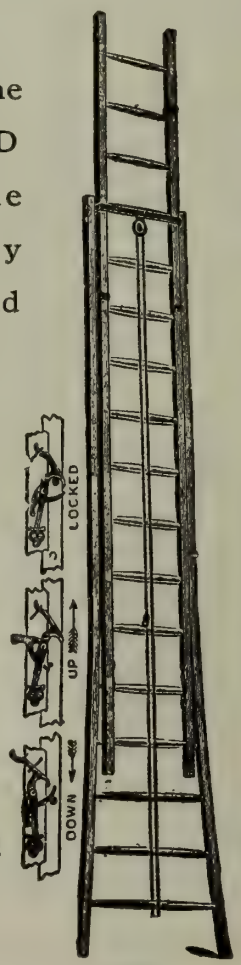
The strongest factor in the success of the STRATFORD line lies in the high-grade finish and quality of every article we manufacture, and dealers may rest assured that we will leave no stone unturned to maintain our reputation in this respect.

Write for Catalogue "B"



The Stratford Mfg. Company Limited

Stratford, Ont.

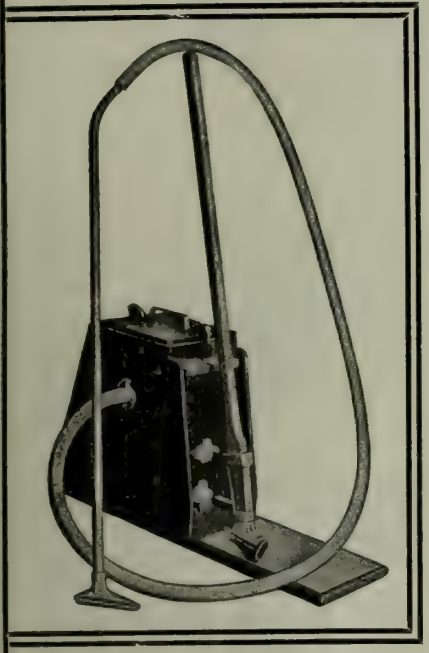


MANUFACTURERS OF

Ladders for every conceivable purpose, painters' trestles, ladder brackets, swinging scaffolds, lawn swings, camp furniture, etc.



The First Successful Home VACUUM CLEANER at a Reasonable Price is the



"KING EDWARD"

LIGHTEST, STRONGEST and BEST

No other machine selling for $20.00 can do such thorough cleaning with so little effort as does the "King Edward."

This vacuum cleaner does away with all the discomfort and most of the effort of sweeping and dusting. Your lungs are not choked with disease-laden dust, your bric-a-brac needs less attention, house-cleaning is a thing of the past. Carpets are less worn and last twice as long. Remember this machine can be easily operated by one person. This is not a mere claim, but an actual fact.

Our Illustrated Catalog explains fully the superiority of the "King Edward" Machine. Write for a copy to-day.

The Geo. H. King Company, Limited

WOODSTOCK, - ONTARIO

RELIABLE ELECTRIC HORSE CLIPPER

It can be operated at the very low cost of about one-half cent per hour.



It requires no installation. All the user has to do is to attach the connection plug to an electric light socket—"Clip Away."

It weighs only three and one-half pounds complete.

It pays a good liberal profit.

N.B.—We have bought the entire knife and cutter stock of The Davis-Martin Co., and are in a position to furnish any number of combs and cutters for their Clippers now in use.

RELIABLE ELECTRIC CO.

12 S. Jefferson Street,

CHICAGO.

International Light Co.

TORONTO ONT.

BEAVER BRAND



INCANDESCENT GAS MANTLES

MADE IN CANADA

A SCIENTIFIC PRODUCTION MADE FROM PUREST CHEMICALS

EFFICIENCY AND DURABILITY UNEXCELLED

BEAVER LABEL IS A GUARANTEE OF SATISFACTION

MANUFACTURERS OF ALL KINDS OF

GAS MANTLES and GAS LIGHTING SUPPLIES

WRITE FOR PRICES



Here's a Little Hint

suggested by the experience of a good many dealers who are pushing



Barton-Netting

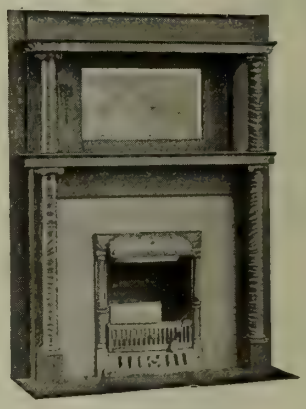
Mantels, Grates & Lighting Fixtures



When a customer is in the store ordering the various kinds of builders' hardware needed in the construction of a new house, lead him up to the subject of mantels.

Take him through the Barton-Netting Catalog.

He will see mantels of such beauty and variety and you will be able to quote such attractive prices that his order is almost a certainty.

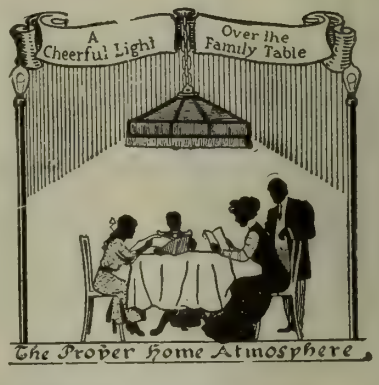




By keeping our mantel catalog handy many dealers are getting lots of good business in this simple way while only carrying sufficient stock for display purposes.

This plan is no experiment. It is a well-proved success.

Try it. Commence by writing for the Barton Netting Catalog.

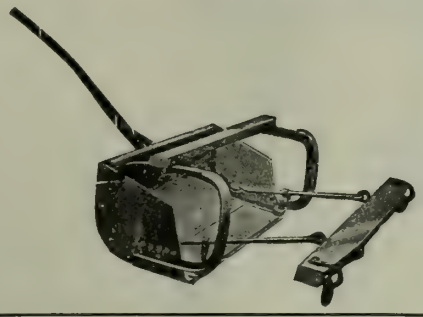


Barton-Netting Co., Limited

Windsor Canada

CANADIAN MACHINERY

For the Hardware and Contracting Trades

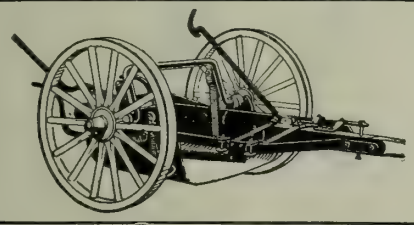


Meaford Improved Fresno Scraper

The most economical earth-moving tool in existence—for constructing ditches, leveling land, irrigation and othe purposes.

The remarkable performance of this form of scraper is just beginning to be appreciated. A careful investigation of this proposition will lower the cost of your work.

Driven, loaded and dumped by one man.



Meaford Double Strength Wheeled Scraper

The latest improvement in wheeled scrapers, far excelling all others in mechanical construction, durability and simplicity. Bowl or box is made from a single sheet of high-carbon steel and so shaped as to give maximum strength and capacity. Made in two sizes, No. 2 and No. 3, both in Pressed Bowl and Square Box Styles.



Meaford Solid Pressed Steel Drag Scraper

Pressed from a solid plate of High Carbon Steel, made in four sizes, Nos. 0, 1, 2 and 3. Handles on top or sides with or without runners. No. 0 supplied with chain bail if required.



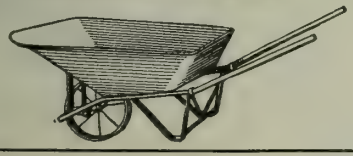
Wooden Railroad or Navvy Wheelbarrows

Seven different styles to choose from. Supplied with Iron or Steel Wheels.

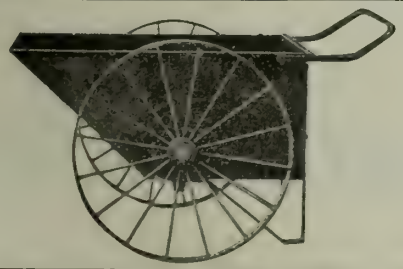


Grading Plows

Made from specially prepared Plow Steel. White Oak Beams and Handles. Made in four sizes, Nos. 1, 2, 6 and 7.



STERLING line of Roller Bearing Wheelbarrows, the easiest pushing Wheelbarrow on the market.



Sterling Concrete Carts

Roller Bearing Wheels. Big Capacity. Simple and Durable

Made in five sizes, Nos. 0, 1, 2, 3 and 4.



All Steel Tubular Barrows

Pressed Steel Trays, Tubular, Iron Handles.

Made in six sizes, Nos. 0, 1, 2, 3, 4 and 5.

Complete Catalogue No. 9, giving styles, sizes and full description, free on request.

The Meaford Wheelbarrow Co., Limited

MEAFORD, ONTARIO

TRIMO Tools

A Strong Quintet



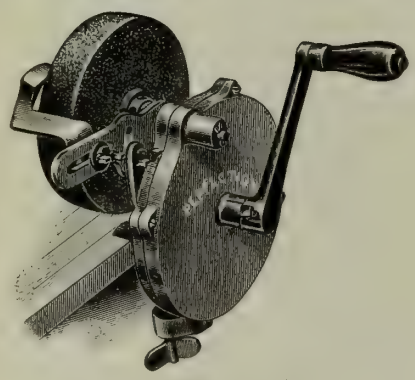
Send for Catalog No. 230.

Made by

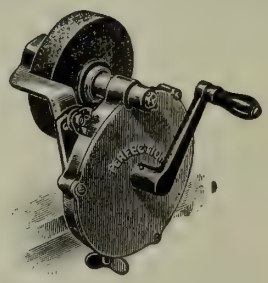
Trimont Mfg. Co.

55-71 Amory St.

Roxbury, Mass.



PERFECTION No. 3



PERFECTION No. 2



PERFECTION No. 1

THREE OF A KIND, but DIFFERENT SIZES

PERFECTION GRINDERS

NOISELESS
DIRTLESS
CHAINLESS

JOBBERS and RETAILERS

YOU will find Perfection Grinders a Household Necessity and Convenience, and in demand by ***Carpenters, Mechanics, Hotels, Restaurants*** and ***Farmers.***

BY our improved construction and adjustments (which we are protecting by patents) we are able to produce these Perfection Grinders at a price that has heretofore seemed impossible.

Some Dealer Must Sell Them—Let It Be YOU.

EL Starr Mfg. Co., Milwaukee, Wisconsin

Canadian Representative: Chas. E. Santo, London, Ont.

We make a dozen other different styles of Chain and Geared Machines for all purposes.

COMPTON SHEARS ARE BUILT TO CUT AND THEY DO

Compton Shears

ARE BUILT TO CUT AND THEY DO!



TRADE
RELIANCE
MARK

COMPTON SHEARS ARE BUILT TO CUT AND THEY DO

COMPTON SHEARS ARE BUILT TO CUT AND THEY DO

Compton's Unbreakable Drop Forged Steel Shears, Scissors and Tinner Snips.

THE HIGHEST GRADE LINE MADE IN AMERICA TO-DAY.

COMPTON cutlery has stability, different from all other makes. It is distinguishable by its cutting power, temper, shape and finish.

COMPTON SHEARS never grind or chew, but cut clean from heel to points, and the needle points (exclusively a COMPTON feature) are highly prized by those who use shears and scissors.

There is no mystery about the COMPTON success as manufacturers of SHEARS, SCISSORS and TINNER SNIPS.

Skilled craftsmen, up-to-date methods and modern equipment, coupled with personal supervision and years of experience as shear makers, enable us to produce tools for which we can say: here is the COMPTON Line, offered on its MERITS, and without exception the BEST now manufactured.

OUR UNLIMITED GUARANTEE

We guarantee that every COMPTON SHEAR, SCISSOR or TINNER SNIP will outlast, outwear and remain sharp longer than any other make.

We authorize any dealer to sell the COMPTON line with this unlimited guarantee, and to replace the article, or refund the purchase price if it does not give entire satisfaction.

Considering their unusual good quality, COMPTON Shears are no more expensive than other makes of decidedly inferior get-up.

We want every progressive hardware dealer throughout Canada to receive a copy of our latest catalogue. Fill out coupon now, and mail to us to-day, so as to be sure that you get your copy.

You owe it to yourself to know all about the COMPTON Line, in order to get the greatest profits from your shear business.

THE W. H. COMPTON SHEAR CO.,

314-320 Camden Street, NEWARK, N.J., U.S.A.

CANADIAN REPRESENTATIVES:

FRED G. SOPER CO Laughton Ave., TORONTO	H. W. GLASSCO & CO., Market and Louise Sts., WINNIPEG	M. B. ANTHONY & CO. Mercantile Bldg VANCOUVER

The W. H. COMPTON SHEAR CO., Newark, N. J.
GENTLEMEN:—Please send your catalogue to address as below.
NAME.....
TOWN.....PROVINCE.....

COMPTON SHEARS ARE BUILT TO CUT AND THEY DO

Certificate of Guarantee.

THIS IS TO CERTIFY *that every article bearing our trade mark is unrestrictedly guaranteed by us to be absolutely perfect. Wiss dealers are authorized to exchange any unsatisfactory article having this trade mark*

J. WISS & SONS CO. SEAL. CORPORATE 1900 NEW JERSEY

WISS NEWARK N.J. U.S.A.

J. WISS & SONS CO.

F. L. J. Wiss Pres.

Could a Guarantee be Stronger?

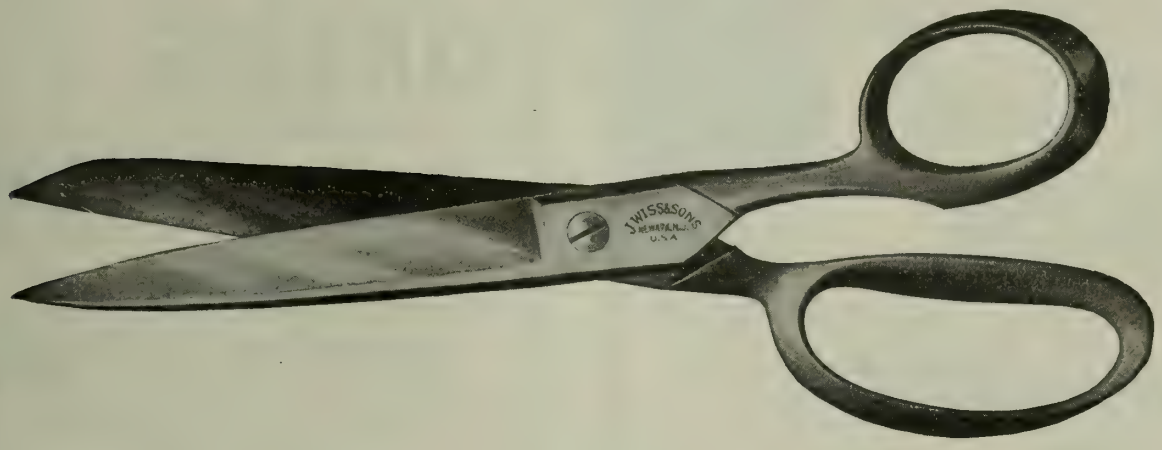
When you talk quality to your customers you talk profit—WISS is the world's word for quality in Shears.

THE demand for Wiss Shears in America is far greater than for any other high grade brand—ample and convincing proof that Wiss Shears and Scissors stand first in quality and reliability. Selling Shears and Scissors on price is a penny-wise policy. If you have the Wiss line of cutlery you can build your trade on quality and that means profit to you.

J. WISS & SONS CO.

TORONTO OFFICE: 145 WELLINGTON STREET WEST

WISS



SHEARS AND SCISSORS

Were First Placed on the Market in 1848

TO-DAY the Wiss Factory is one of the finest equipped shear factories in the World, making shears from a bar of steel to the finished product.

The "Steelforged" Process is the greatest invention in scissors-making in seventy years. By this process, exclusively Wiss, we weld a combination of Special Forging Steel (tough, break-proof) to a High Carbon Crucible Steel (the wear-proof cutting edge). You can bend, hammer and twist the handles of the Wiss Steelforged Shears—they will stand the hardest of strains without breaking.

To-day we offer you a shear superior to any other on every point, from the raw material to the finished product.

We authorize all Wiss dealers to sell the Wiss line under an absolute guarantee of satisfaction. Why take any risk in selling your cutlery trade an inferior shear when the Wiss costs you no more; when you can make a bigger profit by handling the Wiss line—on account of increased sales?

Ask for our new 1911 catalogue. It is interesting to every cutlery buyer. Tell us you are interested and we will send one of our expert cutlery men to see you. We will show you, at no expense to you, how to increase your cutlery sales.

NEWARK, N.J., U.S.A.

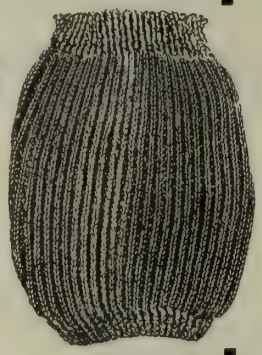
TORONTO OFFICE: 145 WELLINGTON STREET WEST

Self-Wringing Mops

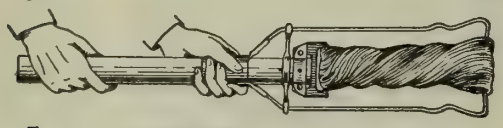


Style A, Domestic, retails 60c.
Style C, Hotel, retail 75c.





EXTRA MOP-CLOTHS
Retailing at
Small . . . 15c
Medium . . 20c
Large . . . 25c



The Old Reliable TARBOX SELF-WRINGER

MOP-STICKS

The Tarbox Brand

The Essential Features of a Mop-Stick are:—

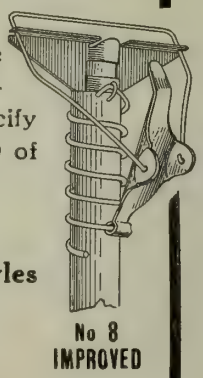
Firm Cloth-Gripping Attachments — Large, Smooth Handle—Head so shaped as to become completely concealed by the cloth, so it cannot scratch cleaned surfaces—Durability — Pleasing Appearance.

Our Improved No. 8

possesses every essential to a plain Mop-Stick. Retailing at 15c., admits 50 per cent. profit.



If you desire the HIGHEST ART IN MOP-STICK Construction, specify No. 8 TARBOX BRAND of your JOBBER.



No 8 IMPROVED

We make 19 Styles of Mops.

COMBINATION MOP
BRUSH AND CLOTH
The Brush Hook disappears when not in use.

Correspondence Solicited

TARBOX BROS.

Manufacturers Standard Specialties

Toronto :: Ont.

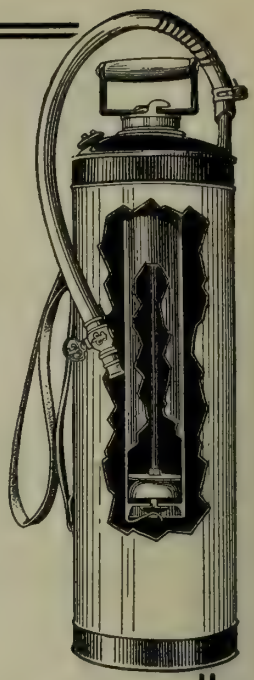
Four Operations with One Handle

THIS IS ONE OF THE POSSIBILITIES OF THE

COLLINS

3-GALLON

Improved Automatic Compressed Air Sprayer



The machine which holds one-third more than any other

Couplers are made of best solid brass, and the cylinder is absolutely non-leakable. Our new 1911 valve cannot blow out and is so simple that it will never get out of order.

Among disinfectant Sprayers the

"WHIRLWIND" CONTINUOUS SPRAYER

takes a prominent place. Made of high-class materials, solid brass valve and nozzle. The best sprayer for disinfectants and deodorants.

Outside coating in two materials, brass and galvanized iron of extra heavy gauge.

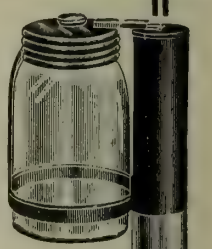
Best three-ply hose supplied with adjustable solid brass nozzle. No better line possible. A genuine satisfaction giver and trade winner.

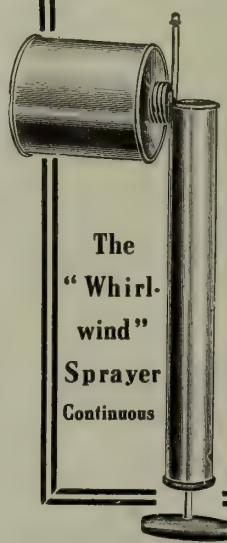
And the leading line is the

"CROWN" SPRAYER

of larger capacity than its competitors. The suction tubes in this sprayer are extended, enabling the operator to spray objects above his own level.

All parts non-rustable, all parts coming in contact with liquid being either brass, glass or zinc.





A Rapid Selling Line

Get Further Details and Prices

The Collins Manufacturing Company

413-415 Symington Ave. TORONTO

The "Whirlwind" Sprayer Continuous

The "Crown" Sprayer (One Quart)

Wall Plaster

"Empire" Wood Fibre Plaster
" Cement Wall "
" Finish "
" Gold Dust Finish "
— AND —
Other Gypsum Products.

"Sackett" Plaster Board
The Combination Lath

We shall be pleased to send you Plaster Literature

Manitoba Gypsum Company, Limited

Manufacturers of High Grade Wall Plaster

Winnipeg, Manitoba

Important Announcement

We have now completed the reconstruction of our Montreal Factory

Formerly the Acme Can Works

and have equipped it with an entirely new outfit. We are now ready to produce tins and boxes of every description, both plain and decorated. Our new plant with the latest devices and a staff of skillful workmen make this establishment one of the most complete in Canada.

Packers' Cans

and a large variety of other containers for both dry and liquid goods, can be obtained from our Ontario Factory at Hamilton

Formerly the Norton Manufacturing Company

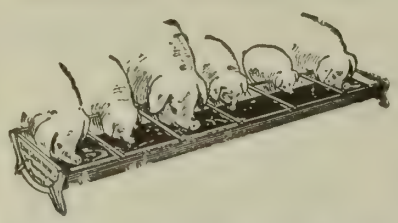
With these two factories in operation we can fill your orders promptly.

ALLOW US TO QUOTE YOU PRICES

AMERICAN CAN COMPANY

MONTREAL HAMILTON

Good and Profitable Lines for the Hardware Dealer



Heavy Galvanized Steel Hog Feeding Troughs

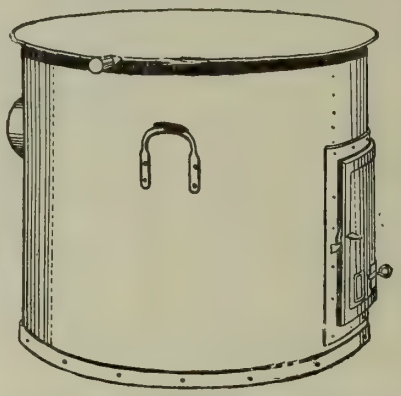
CLEAN, SANITARY
EASILY HANDLED
STRONG, DURABLE

Ledge each side to prevent pushing or pulling of food to the floor. Cast Iron ends secured by our patented device.

Stock Lengths—4, 5, 6, 7, 8, 9, 10, 12 ft. — odd lengths made to order.

Steel Jacket Feed Cooker
Heavy Cast Iron Caldrons

MADE IN 7 SIZES
Nos. 20, 30, 40, 60 75, 90 and 120



These Cookers are indispensable to Farmers, Butchers or Stock Men. Grains that are useless for other purposes, by the use of these cookers are made as valuable as the best marketable products.



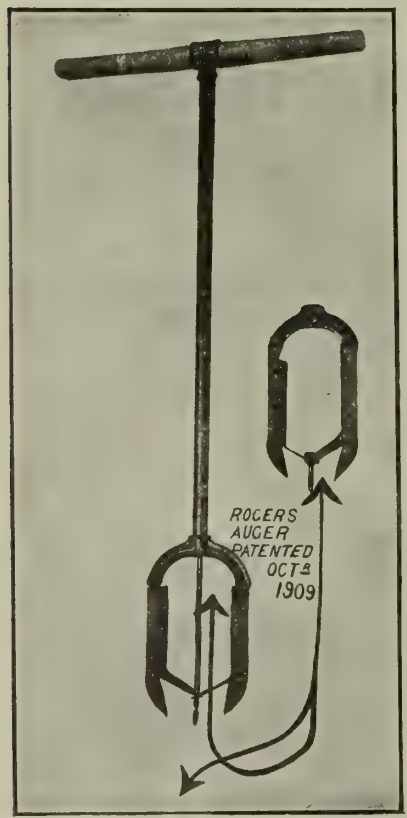
Heavy Galvanized Steel Stock Watering Troughs

Standard size holds about 10 imperial gallons to foot. Other sizes made to order.

Regular Stock Lengths
6, 7, 8, 10 and 12 ft.

Made without nails. Heavy Cast Iron end fastened by our patented device.

Erie Iron Works, Limited, MAKERS **St. Thomas, Ont.**



An effective and fast-cutting tool!

The several new features which have been introduced in the

ROGERS PATENT
Post Hole and Well Digging Auger

have made it an even better proposition than ever for the hardwareman to handle.

Besides being made of the finest quality of materials obtainable, the Rogers Auger contains a strengthening rod which forms a centering point for entering the earth, and causes the auger to bore an absolutely straight hole.

The earth is held in the bowl when boring in loose soil, and the Auger has no suction when drawing it from the ground.

Give the Rogers Auger the prominence it deserves!

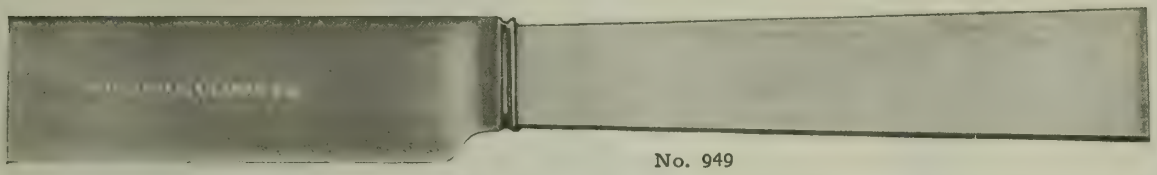
You will find it a rapid and profitable seller. Sizes 4 inches to 12 inches.

Ask your jobber for prices and information

W. G. ROGERS, Care of Erie Iron Works, Limited
ST. THOMAS, ONTARIO

High Grade Cutlery, Electro-Plate and Solid Nickel-Silver Flatware

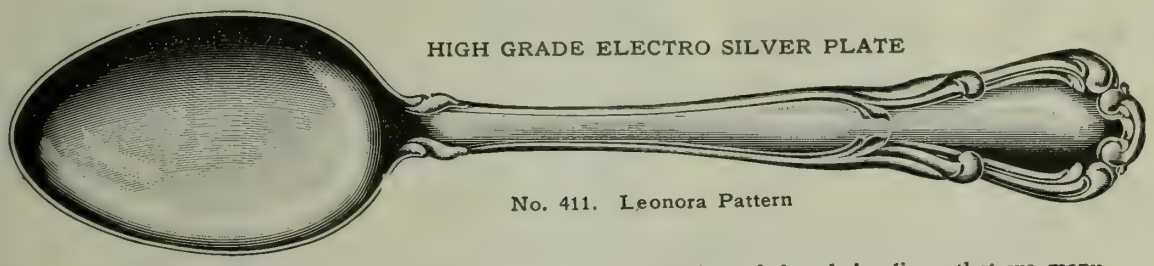
STEEL BLADE TABLE CUTLERY



No. 949

The blade of our No. 949 Knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid, and is a Knife that is unsurpassed in every respect.

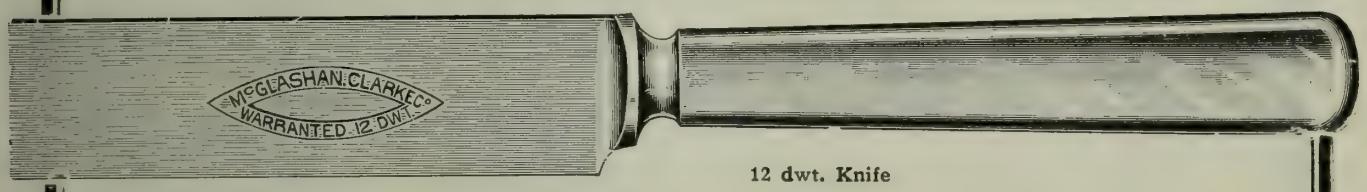
HIGH GRADE ELECTRO SILVER PLATE



No. 411. Leonora Pattern

A most artistic design that will afford you some conception of the choice lines that we manufacture Every dealer is authorized to make good our guarantee.

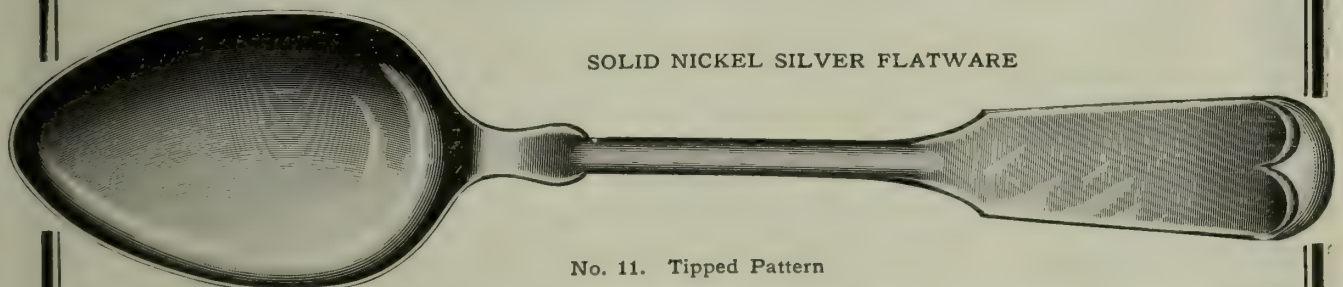
PLATED TABLE CUTLERY



12 dwt. Knife

A Knife made of the best Crucible Steel, finished with the utmost skill, plated with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our Guarantee.

SOLID NICKEL SILVER FLATWARE



No. 11. Tipped Pattern

You will find a strong and profitable seller in our Nevada goods that has found widespread favor. All these goods are stamped McG., C. Co. after the word Nevada, our Guarantee of quality and finish. Look for these letters on every piece.

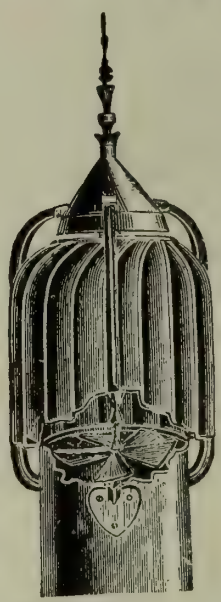
McGlashan, Clarke & Co., Limited

NIAGARA FALLS, - - - - - - - - ONTARIO

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

FROM HALIFAX TO VANCOUVER

THE J. W. HARRIS ROTARY VENTILATORS



J. W. HARRIS ROTARY

ARE KNOWN AS THE BEST

They keep all buildings CLEAN, WHOLESOME AND HEALTHY, AND ARE INSURANCE AGAINST BAD AIR.

ARCHITECTS AND BUILDERS everywhere specify these ventilators because they never fail.

The Zephyr is ideal for chimneys and prevents any chance of downdraft. We trade all over the Dominion, and have hundreds of testimonials telling us of the wonderful work done by these patent devices. Do not be talked into handling any other ventilator with so-called "just as good" merit.

There is only one perfect rotary ventilator, and that is the J. W. HARRIS.

NOW is the time for the trade—prepare for the demand.



ZEPHYR

Here are a few Testimonials

Montreal, Jan. 21st, 1909

J. W. Harris Mfg. Co., Ltd.
Montreal.

Gentlemen:—

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,
EDWARD MAY
434 Elm Ave.

St. John, N.B.,
February 8th, 1909.

J. W. Harris Mfg. Co., Ltd.
Montreal.

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

Yours truly,
J. E. WILSON Limited.

Montreal, Dec. 4th, 1909.

Messrs. J. W. Harris Mfg. Co., Ltd., City

Dear Sirs,—

In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Montreal, Dec. 4th, 1905.

J. W. Harris Mfg. Co., Ltd.
Montreal, Que.

Gentlemen:—

It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction.

The smoke which we used to have in the house has completely disappeared owing to the good work of your "Zephyr" Ventilator.

I remain, gentlemen,
Yours truly,
T. A. GAUTHIER,
128 St. Elizabeth St.

Write To-day for Handsome Booklet on Ventilation. It's Free.

THE J. W. HARRIS MFG. CO.

CONTRACTORS :: MONTREAL LIMITED



JUST as the Diamond is looked upon as the King of Jewels so BLACK DIAMOND ROOFING is the King of Roofing Materials.

BLACK DIAMOND ROOFING is the result of years of striving towards perfection. A well-equipped factory and competent, experienced workmen turn out thousands of rolls of BLACK DIAMOND every year and you, Mr. DEALER, can feel confident that you are recommending a first-class article. We will back you and assume all the risk in this.

BLACK DIAMOND ROOFING

A brand you can always recommend.

BLACK DIAMOND · ALEX. McARTHUR & CO. · LIMITED MONTREAL. REGISTERED TRADE MARK

FOR SPRING TRADE LET US QUOTE OUR PRICES ON

GREY and STRAW SHEATHING.
TARRED and DRY BUILDING PAPERS, "CYCLONE" and "CROWN."
PITCH and ROOFING CEMENT.
WALL, NEWS, BOOK and COLOURED PAPERS.
MANILLA, BROWN, FIBRE and GREY WRAPPINGS.
CARPET FELT, ETC.

Let us quote you on READY ROOFING. We have good selling helps for all our goods which will tell you how to explain the manifold uses of our special paper and tarred felts for BUILDINGS.

One specialty is our TARRED FELT GRAVEL ROOFING. We have records of roofs that have lasted considerably over twenty-five years. It is absolutely fireproof and is very reasonable in price.

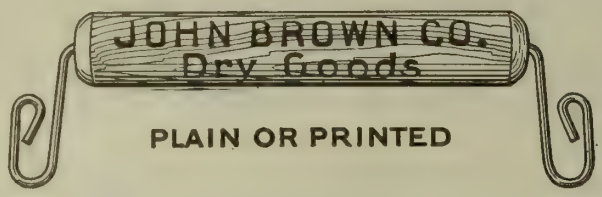
We will make any speoial lines desired. Write for particulars.

Alex. McArthur & Company, Limited

82 McGILL STREET,

Montreal, - - - - Quebec.

REX PACKAGE HANDLE



Note the improved turn. No ends to catch and the only handle that does not tangle.

Millions used every year in the United States.

Send for Samples and Prices.

If you use these PACKAGE Handles in your stores, it will mean more business for you. An up-to-date, neat, low cost advertisement.

The LATEST and BEST PACKAGE HANDLE in the world.

REX COMPANIES,

176 Federal Street, BOSTON, MASS.

The Goods That Have Made Good Because They are Well Made.

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC

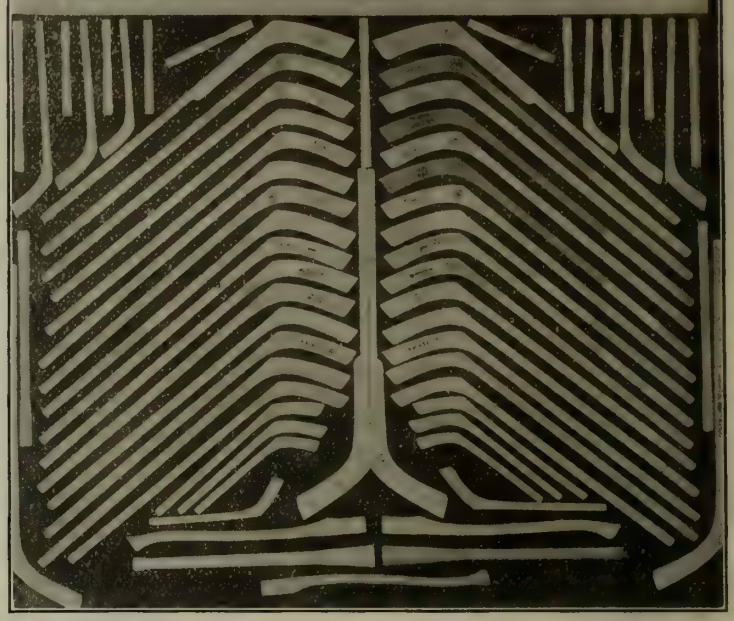
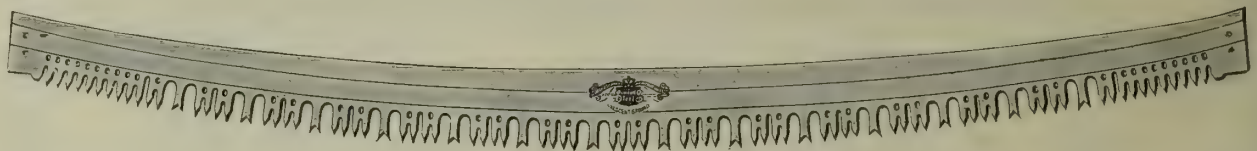


Exhibit at the Ontario Retail Hardware Association Convention

Write for latest Price List Just Issued of Hockey Sticks, Ball Bats and Handles.

Factory and Head Office, - - ST. MARYS, ONT.
Branches, Montreal and Winnipeg

Have the Agency in Your Town for the Simonds "Crescent Ground" Cross-Cut Saws



It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

100% Value.



Liquid.

The Advertisement is inside the Package.

METAL. FURNITURE. SILVER.

DOES WHAT OTHERS CLAIM TO DO

A-O-K METAL POLISH

LIQUID, PASTE, & POWDER

ULRICH & CO., Manufacturers, Buffalo, N.Y.

CANADIAN AGENCY
J. D. MARTIN, 55 St. Francois Xavier Street, MONTREAL
WRITE TO-DAY FOR OUR PRICES AND CATALOGUE.

100% Satisfaction



Powder.

Do The People



Pass Your Store

or do they stop before your window and look in, as they did before the holidays?

Dealers who have displayed one of our pictures of "The 1847 Girl" report that it has arrested the attention of many, and has then led to the inspection of the wares in the window and in the store. "The Girl" is of course particularly effective with a display of

1847 ROGERS BROS. MERIDEN B COMPANY **X S TRIPLE**

but she attracts so much interest that everything in the window comes in for a share of attention.

TALK QUALITY—The kind of silver that looks well on the show case, but will not stand daily service, is not a good kind to buy, nor a good kind to sell. Silverware must do more than appeal to the eye. "1847 ROGERS BROS. X.S. TRIPLE" has for sixty-one years been known as

"SILVER PLATE THAT WEARS"

and is the highest grade of silverplate made.

We are extensive and persistent general advertisers, and the individual dealer who handles our ware reaps the benefit of it.

Meriden Britannia Co.

HAMILTON, - - - - - CANADA

The Care of Silverware

KEEPING IT CLEAN AND BRILLIANT

EVERY housekeeper is interested in the cleaning and care of Silverware, and preparations for this purpose are being extensively advertised under such magical names as *"Beautiful Shine," "Magnificent Shine," "Perfect Shine," Etc.*

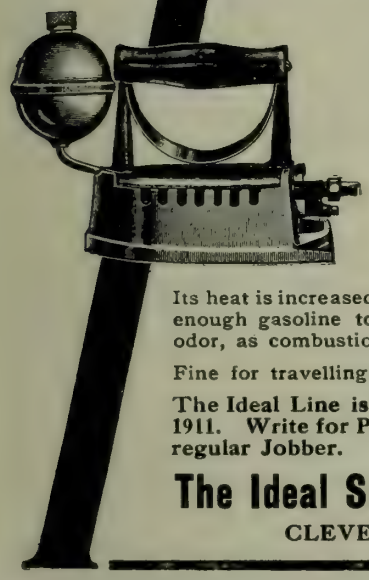
The effect of these preparations on Silverware is based on the natural result of the chemical action that follows immersing a piece of Aluminum in a strong Alkali solution, made by dissolving Washing Soda, Old Dutch Cleanser and other washing powders in hot water. This combination causes a galvanic action to take place and hydrogen gas is created. This gas has a strong affinity for the discolorations, tarnish or oxides on Silverware, and if Silverware is immersed in this solution the cleaning takes place almost immediately.

Try This Experiment

Make a strong solution by dissolving Washing Soda, or any Alkali Washing Compound, such as Old Dutch Cleanser, etc., in very hot water. Use an earthenware, granite or enamelware dish for this purpose. Then place a piece of sheet Aluminum, the size of your hand, in the bottom of the dish. This will create a chemical action as though the solution were boiling. Place your discolored or tarnished Silverware in this solution, and the stains will instantly disappear. The articles thus treated should then be rinsed in clean hot water, and wiped with a soft, clean, dry towel or cloth. The solution is non-injurious to Silverware, is harmless to the hands, and it will clean your Silverware equal to any of the expensive so called "Magic Cleaning Preparations" that are now being extensively advertised and sold.

Sheet Aluminum can be obtained from Metal Dealers, Brass Foundries and usually from Hardware Dealers. It will cost approximately 28c. a lb., and one pound would provide material for ordinary family use for over twenty-five years. A thin sheet of Aluminum the size of ordinary note paper would be worth from 2c. to 3c. If the small piece of Aluminum is removed from the solution after your Silverware has been cleaned it will last indefinitely; if allowed to remain in the solution it will dissolve and disappear entirely in a short time.

"IDEAL" Self Heating Sad Iron



Will appeal to every thrifty housewife in your community, because it annihilates the distance between stove and iron board by producing the right kind of heat within itself at a cost of

One Cent Per Day

Its heat is increased or decreased at will. Holds enough gasoline to burn four hours, without odor, as combustion is perfect.

Fine for travelling and camping.

The Ideal Line is THE Line to handle in 1911. Write for Price List, or consult your regular Jobber.

The Ideal Sad Iron Mfg. Co.
CLEVELAND, OHIO

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.
Banque Nationale Building
MONTREAL

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

Small Hand

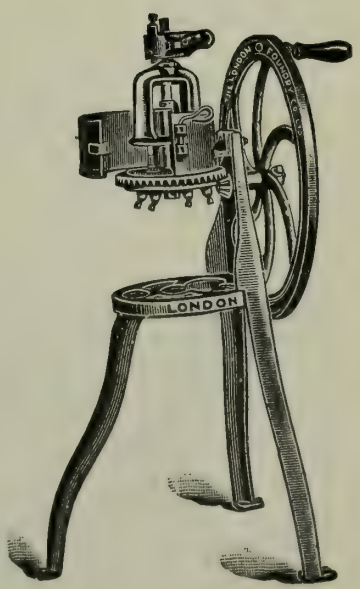
to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.

Send at once for catalogue and prices.



Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

CONGO
NEVER LEAK ROOFING

Guaranteed till 1921.

The year 1921 is a long way off, but a Congo 2-ply Roof, laid in 1911, will be still in good condition then.

We don't merely *say* that Congo will last 10 years; we *guarantee* it.

Our guarantee is not a mere formal "We-say-so"; it is a genuine Surety Bond issued by the National Surety Company of New York.

We can't do more than that to assure you that Congo really will last ten years.

When a man buys Congo he buys 10 years of protection.

Congo is easy to lay. Nails, cement and rust-proof galvanized iron caps free in centre of each roll.

Copy of 10 year Guarantee Bond and further information on request.



Congo on Armour's Fertilizer Works, Buena Vista, Va.

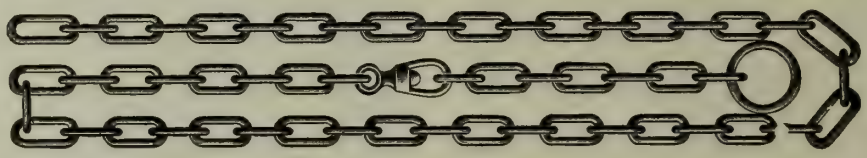
Congoleum---We should like to send every reader of this paper a sample of Congoleum for Flooring and Wainscoting. It is fitted for use in homes, stores and offices. It is a perfect imitation of light and golden oak. Its surface has a high polish. It is unusually durable. The price is very low. Samples and further details mailed free on request.

UNITED ROOFING AND MFG. CO. **Philadelphia, Pa.**

Stark, Seybold, Limited, Montreal; Mechanics Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont; Fife Hardware Co, Fort William, Ont.

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office: ***BUFFALO, N.Y.***

McKinnon Chain Co.

Factory: ***ST. CATHARINES, ONT.***



Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO CANADA

"New Designs"

See Our 1911 Supplement

"Safelock" Stays *cannot* Slip

This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain. The "Safelock" is absolutely the strongest wire fence made—you can sell it as such and the test of time will bear you out to the letter. There's good money in handling "SAFELOCK." Write us about the exclusive agency for your locality. Don't put it off—Write to-day.

The Owen Sound Wire Fence Company, Ltd., Owen Sound, Ont.

Western Agents: THE BRANDON SAFELOCK FENCE CO., Brandon, Man.

Agents for "Leeknott" Roofing Make Most Money

¶ In deciding what Brand of Roofing you are going to handle, you should carefully consider

(1) The Quality of the goods.
(2) The selling helps offered.
(3) The margin of profit for the Dealer.

¶ One must think a great deal before buying, so as to avoid thinking too much afterwards.

¶ A Dealer cannot afford to tie himself up with a line of Roofing that does not make good, is hard to sell, or on which the margin of profit is small.

¶ Of all the Propositions in the Roofing line—"LEEKNOTT" is the one best proposition for the Dealer.

¶"LEEKNOTT" Roofing is made from the best long fibre wool felt—thoroughly saturated with genuine Trinidad Lake Asphalt. It is guaranteed ab—so—lute—ly.

¶ The high quality and efficiency of "LEEKNOTT" Roofing enables you to satisfy customers. There is no Brand that excels like "LEEKNOTT" in weather resisting qualities.

¶ The longer a roofing lasts, the less it costs—"LEEKNOTT" Roofing wears, protects and looks well longest, at the least cost per year—This is the only true test of quality, efficiency and value.

¶ Moreover, we assist you to close up sales with a series of strong forceful "business getting" letters, folders, booklets and samples, and also with the selling help of salesmen on the ground.

¶ Reinforce your business with such a power and it thrives and expands—co-operate with us and you will sell more roofing than ever before.

¶ Now, to the point—you want the best Roofing Proposition—we say we have it—

¶ Write us—We will send you the details—Then judge for yourself.

Canadian Supply Company

Roofing That's all.

220 King Street West . . . Toronto

"ANTI-RUST" DAIRY TINWARE

EASILY CLEANED, and will withstand VERY HARD USAGE

DAIRY PAIL



X. X. X. X. RE-DIPPED STOCK

¼in. bale, heavy malleable ears

Quarts	14	16
Size	11 x 9½	12 x 11

The mesh of Brass Cloth used in the Strainer Pail is No. 60
Each Pail labelled and wrapped separately.

PACKED AS REQUIRED

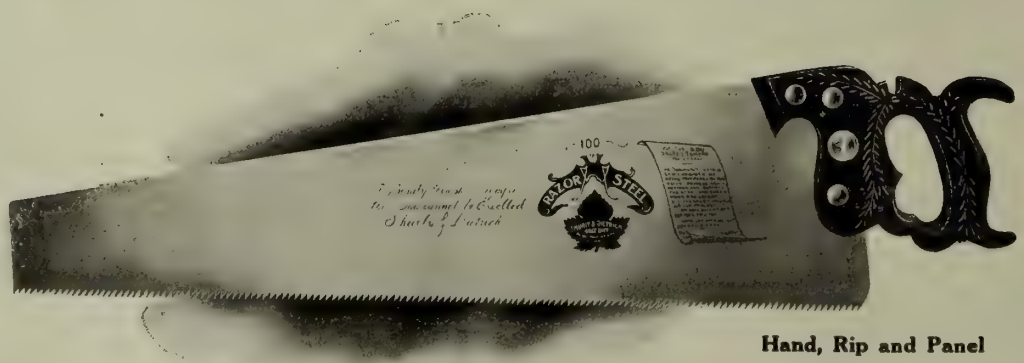
E. T. WRIGHT & CO.,
(H. G. WRIGHT)
Hamilton, Canada

Winnipeg distributing agents—Merrick-Anderson Co., Winnipeg, Man.
Toronto agent—F. B Wilson, 33 Maitland Street, Toronto, Ont.
Vancouver distributing agents—Macpherson & Teetzel, Vancouver, B. C.
Winnipeg agents—W. Reynolds & Co., Winnipeg, Man.

STRAINER PAIL



No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C---5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

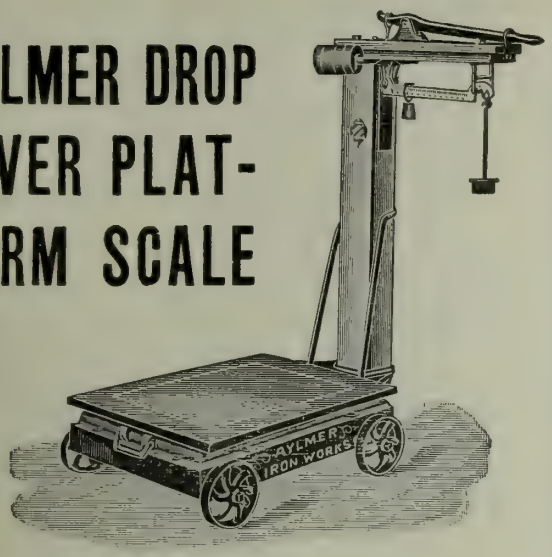
For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal

We require reliable agents in: WINNIPEG, FOR MANITOBA AND SASKATCHEWAN.
CALGARY, FOR ALBERTA. VANCOUVER, FOR BRITISH COLUMBIA.

Only those with a knowledge of the Varnish, Enamel and Printing Ink Trades need apply.

AYLMER DROP LEVER PLATFORM SCALE



Made in four sizes, 1200 to 2500 lbs. capacity.

These scales are compact, strong and well finished and have Jessop's finest Tool Steel Bearings throughout. They are absolutely correct and fully guaranteed.

Write for our Special Prices to the Trade

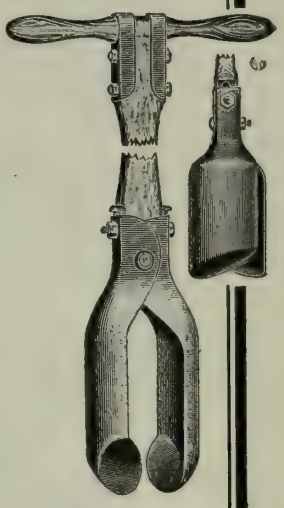
The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

The Fenn Manufacturing Co.

CHARLOTTE, MICH., U.S.A.



An Ideal Cup of Coffee

There is no apparatus on the market that will make as delicious or healthful a cup of coffee as our

HYGIENIC COFFEE PERCOLATOR

It is fitted with the new Monarch regulating Lamp, and is handsomely finished. Sells at sight to the gift-seekers. A profitable line to handle.

Write for our new illustrated Catalogue.



The Buffalo Mfg. Co.

BUFFALO N.Y.

Canadian Representatives. H. F. McIntosh & Co. 28 Toronto Street TORONTO

This Mark stamped into the Blanks we make protects the user.



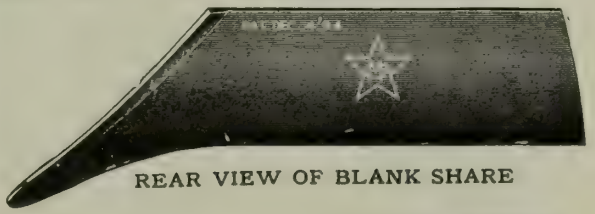
STAR LANDSIDE POINT



STAR PLOW POINTS

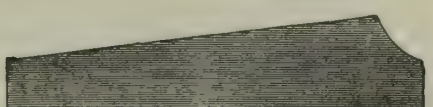


ALL WELL-EQUIPPED CANADIAN BLACKSMITH SUPPLY HOUSES at every Wholesale Centre carry them. Write to YOURS for prices, or write to us for descriptive booklet and name of your nearest supply house.

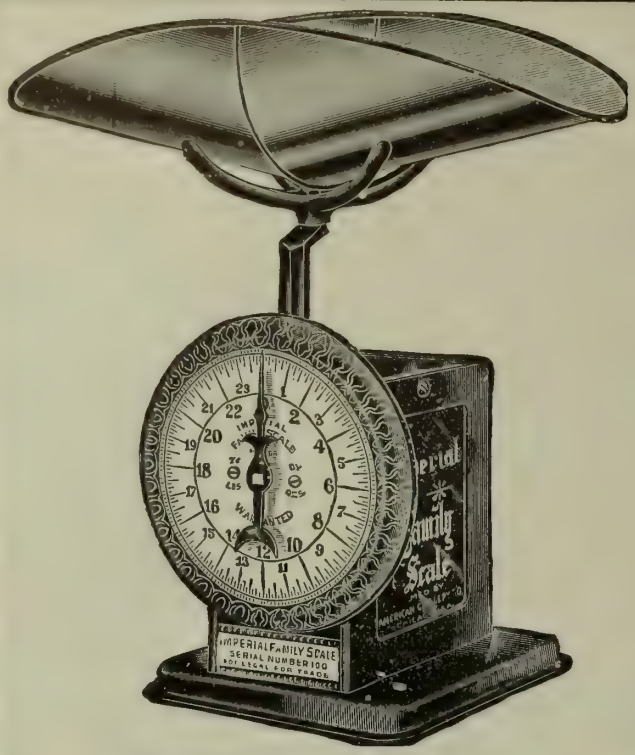


REAR VIEW OF BLANK SHARE

STAR LANDSIDE PLATE



STAR MFG. CO., Carpentersville, Ill., U.S.A.



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

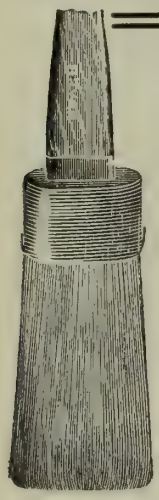
KITCHEN SET.

Shows value three times its cost.

AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865.



Brushes, Brooms, Woodenware

Sound the Keynote for Spring Cleaning.

Your stock should be complete at this season of the year.
We can ship your orders promptly.

BRYAN'S PAINTERS' BRUSHES

Are unexcelled for workmanship and durability.
Give them a trial.

THOMAS BRYAN, Limited :: LONDON, Canada



Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Food Chopper



Dana Mop Wringer takes a woman off her knees

THE DANA MFG. CO., CINCINNATI, O.



That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY: INDIANAPOLIS IND.

E. C. ATKINS & CO.

HAMILTON ONT.



"ENTERPRISE"

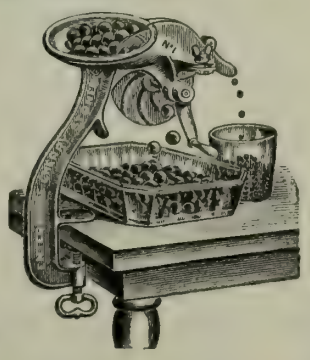
GEORGE WASHINGTON didn't know as much about cherries as the average housewife does to-day. Wherever cherries grow, women are familiar with "Enterprise" Specialties, and many of them will want an

"ENTERPRISE" Cherry Stoner

Now is the time to order. The cherry season is short, and it is best to have these machines on your shelf ready to meet the demand when it comes.

Ask your jobber, he has them in stock.

The "Enterprise" Fruit, Wine and Jelly Presses should also be ordered now.



Remember, we also make the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc. Complete catalog on request.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York — 544 Van Ness Avenue, San Francisco

The Famous MAXWELL Line

Will more than Satisfy your

There's an element of certainty in handling MAXWELL House, Lawn and Garden machines, and a consequent satisfaction all round which does not usually exist when a dealer sells a line of lower quality.

Because we have been making larger agricultural machinery as well as these specialties for many years, and have a factory equipped with machinery of a type not found in the average factory for making, say, washing machines only, we are able to put much better value into our machines which sell at the same price as competing lines.

This gives the dealer who handles the MAXWELL line a decided advantage right through. In the first place, the superior workmanship and designing in the MAXWELL machines is apparent at a glance, and can be easily shown to the prospective purchaser. Then, when the machine is taken home and used, its convenience, effectiveness and easy working qualities drive home the proof of its superiority, and make for you a customer who is not only satisfied, but who is likely to take every opportunity to boost Maxwell machines to others.

The Maxwell line of Washing Machines is the most complete made in Canada. We illustrate four distinct types of the many styles we manufacture.

Puritan Motor Washer.
Champion High Speed Washer.
Maxwell Electric Washer and Wringer.
"Favorite" Churn.
"Blue Belle" Washer.
Royal Mangle.
Laundry King Wringer.
Garden Barrow.
Maxwell Lawn Mower.



PURITAN MOTOR WASHER

The "Puritan" Motor Washer has taken hold splendidly in the cities and towns where waterworks are established. The strength, simplicity and fine finish of the motor, and the fact that it works on very low pressure, have given the best of satisfaction to those who have bought one. The tub and washing mechanism are just the same as in the old favorite "Puritan" hand washer, and that means that there is nothing better made.



CHAMPION
High Speed Washer



MAXWELL ELECTRIC WASHER AND WRINGER

We are the first manufacturers in Canada to design and place upon the market an Electric Washer and Wringer as illustrated. This is driven with one-eighth horse power Motor and can be attached to any ordinary electric lamp socket, and Washing Machine and Wringer are independently driven—the one can be thrown out and the other operated by a very simple device and can be used in any house where electric wiring is installed.

The "Champion" High Speed Washer has also the same tub and rubbing mechanism as the old "Puritan," but a new and improved drive. The feature of it is the heavy balance wheel, which revolves several times for every stroke of the lever, making the "Champion" work with wonderful ease and smoothness.

David Maxwell & Sons, St. Marys, Ont.

of House and Garden Favorites

Customers and so Satisfy YOU



"FAVORITE" CHURN

MAXWELL "FAVORITE" CHURN

Maxwell's **"Favorite"** is used all over the world—in Denmark, the butter country of the world—in the United States, in spite of high tariffs—and in every Section of Canada. Our Agricultural Colleges and Govt. Inspectors recommend it, because it is the finest butter-maker in the world.

The roller bearings—and hand and foot levers—make churning an easy task, even for a child.

All sizes from ½ to 30 gallons.

* * *

The **Royal Mangle** is a household convenience in which you could do considerable business with a little pushing. The value of a mangle in the large household is not yet fully appreciated, but the introduction of half a dozen "Royals" in your neighborhood would go a long way toward making its value known.

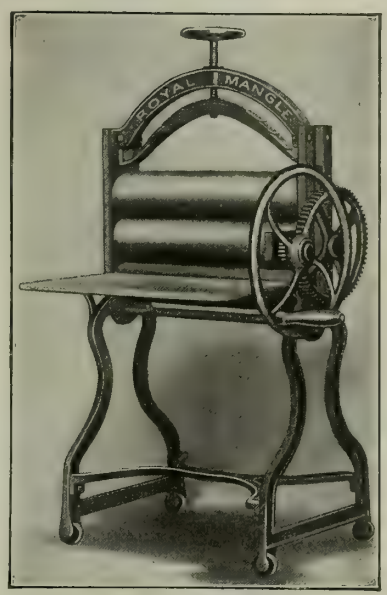
* * *

The **"Blue Belle"** Washer is of the revolving tub type, and for those who prefer that kind of a machine it has no equal. The tub revolves in one direction while the upper rubbing board turns the opposite way, making it very fast. Heavy coil springs underneath the tub assist materially in working it.

* * *

WRINGERS

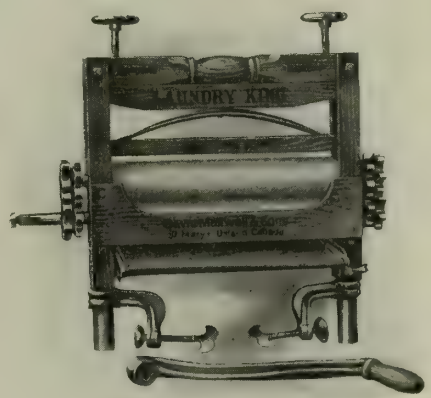
We illustrate **"Laundry King,"** the latest type which we have placed on the market. This is a large Wringer with Rolls 14 inches by 2¼ inches and can be attached to Laundry tubs of any description. We manufacture a line of Wringers embracing between 50 and 60 different machines from 10 inches to 14 inches in width and from one to five years' grade, with and without ball bearings or covered gear. A variety to suit the wants of all customers.



ROYAL MANGLE



"BLUE BELLE" WASHER



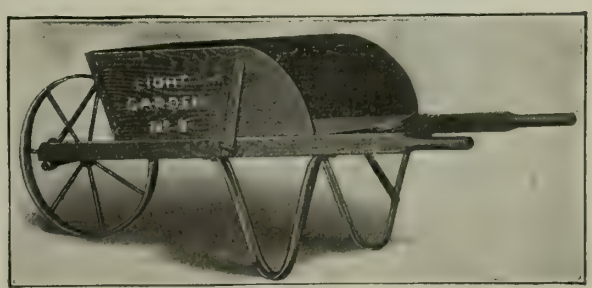
LAUNDRY KING WRINGER



MAXWELL LAWN MOWERS

Maxwell Lawn Mowers are known throughout Canada for their easy running, their clean cutting, and their ability to stand up to hard work indefinitely. They have cold rolled steel shafts, crucible steel cutter knives and plates, and the finest material and workmanship throughout. They are made in sizes to suit any man, from 8 to 22 inches in width, with wheels from 8 to 11½ inches in diameter, with or without the grass-catching attachment shown in the cut.

Maxwell Garden Barrows cover very thoroughly the field of usefulness of this most handy vehicle. From the light garden Barrow illustrated to the heavy all-steel contractor's barrow, the nine Maxwell styles meet every requirement of any man. All are made to wear as well as to balance and handle conveniently.



GARDEN BARROW

The Maxwell line pays good profits, wins good customers. Write for Catalogue.

David Maxwell & Sons, St. Marys, Ont.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Agents
Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

JAMES CARTLAND & SON

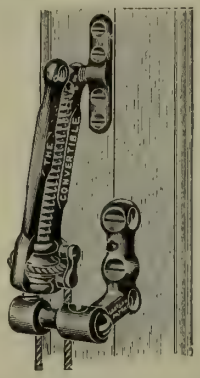
BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple
Effective
Compact



1706 IRON
⅜ screw 4/-
½ " 6/6

1795 BRASS
⅜ screw 5/6
½ " 8/6

1797 GUN METAL
⅜ screw 6/6
½ " 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

Chance's

Figured Rolled Glass

has a smooth and bright surface for cutting, and a deep, sharply defined pattern which gives it a peculiar brilliancy. It cuts easier and looks better than other makes.

Made in white, blue, green, wine and amber, and in a great variety of patterns.

To Architects, Builders and Contractors and Hardware Dealers, we will be glad to send on request, samples, in a variety of tints, of Figured, Rolled, Double Rolled Cathedral, Muffled, and the new Flemish Glass, Manufactured by Chance Bros. & Co., Limited, at their famous glass works near Birmingham, England.

Write for them now.

Agents for Canada:

B. & S. H. Thompson & Co.,

LIMITED

381 St. Paul Street, : : Montreal

"Queen's Head"



Galvanized Iron

Not only unsurpassed, but unequalled.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

ROBERT BIRD & CO.

CREWKERNE, SOMERSET, ENGLAND

Awarded Prize Medals—

London, 1851. Calcutta, 1883-4. London, 1883
Adelaide, 1887. Barcelona, 1888. Melbourne, 1889.

Manufacturers of--Cotton, Linen, Woollen, Union, Flax and Jute Webs of every description for the SADDLERY TRADE. Also Ready-made Horse Clothing, Horse Rollers and Horse Girths. &c. Also of Chair Webs, Tray Webs, and Cocoa Binding Webs of every description for the UPHOLSTERY TRADE.

STRAINING WEBS. N B.—Sole Makers of Bird's Superfine Flax and other Straining Webs.

Ready-made Goods for the Saddlery Trade.

N.B.—We beg to call your attention to our Ready-made Goods. The Leather used will be found good and of a Pure Oak Bark Tannage, and the Workmanship throughout will compare favourably with any in the Market.
Upholstery (or Upholsterers' Web).
Elevator Webs and Machine Belting.

ESTABLISHED OVER 100 YEARS.

HENRY ROGERS, SONS & COMPANY

SHEFFIELD LIMITED WOLVERHAMPTON

METALS

Galvanized and Flat Sheets, Bars, Tinplates, Pig Iron, Lead, etc.



H.R.S.&Co.

REGISTERED TRADE MARK.

CUTLERY

Table Cutlery, Pocket Cutlery, Razors, Butcher Knives and Case Goods.

HARDWARE

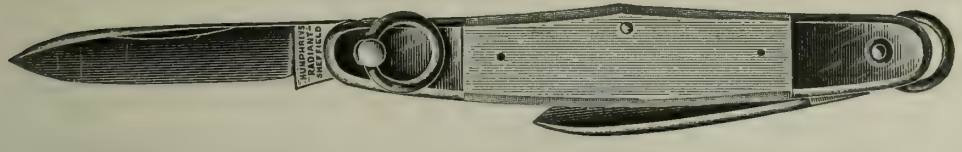
OF EVERY DESCRIPTION.

Canadian Branch: 6 St. Sacrament Street, MONTREAL

HADDON CUTLERY

The Haddon Brand FIRST QUALITY GUARANTEED

OPEN EASY KNIVES



The most easy-opening knife ever invented. Can be opened with the gloved hand. Made in a variety of shapes and materials.



All Haddon Brand Knives are hand made from our famous Haddon Steel. Are warranted to keep a keen cutting edge.

HADDON RAZOR



These Razors never require grinding: ground extra full hollow, will last a lifetime. The finest Razor ever produced. Made in three sizes of blades ½", ⅝", ¾"
If any of these specialties are found fault we will exchange.

ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS.



The **HADDON SAFETY RAZOR** is guaranteed first quality and cannot be beaten. Simple in action and easy to clean. Put up in a neat case with Stropper and six extra Blades.

SOLE MAKERS, W. R. HUMPHREYS & CO., Limited, SHEFFIELD, ENGLAND.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

NO ONE CAN AFFORD TO BE LONG WITHOUT **"FLUXITE"**

Plumbers, Gasfitters and other Metal Workers know it as the paste flux that

Simplifies Soldering and Supersedes Lead-Burning

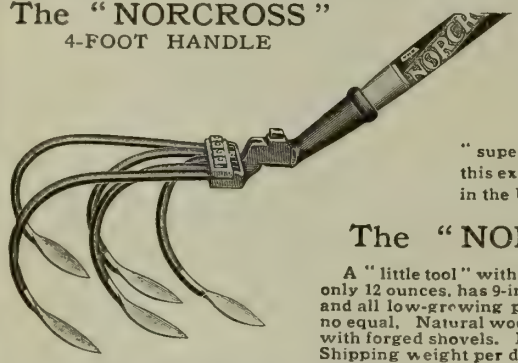
It solders even dirty metals without cleaning or corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool-kit of every motor car, workshop and home. It's easy to use and easy to sell.

YOU WANT SOME

Remember FLUXITE IN YOUR INDENTS. It's packed in large and small tins and made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S E., ENG.

The "NORCROSS"
4-FOOT HANDLE



5-PRONG CULTIVATOR-HOE

The neatest, strongest, finest finished Cultivator on the market. Malleable head, detachable steel prongs, 4-foot handle of finest quality White Ash that money can buy.

We are the pioneers in the manufacture of Hand Cultivators of this type, and claim "superiority" as a result of our 20 years of specializing on this exclusive product. Handled by more than 200 jobbers in the U.S and Canada.



The "NORCROSS" Midget Weeder

A "little tool" with a "little price," paying "liberal profits." Weighs only 12 ounces, has 9-inch handle. For use in flowers, small shrubbery, and all low-growing plants (such as strawberries, etc.), this Midget has no equal. Natural wood handle, malleable head, 3 adjustable steel prongs, with forged shovels. Elegantly finished. Packed (6) in a bundle, crated. Shipping weight per dozen, 10 pounds.

C. S. NORCROSS & SONS, Patentees and Sole Manufacturers, BUSHNELL, Ill., U.S.A.

The Lines of Sterling Worth!

We shall be pleased to quote you on any of the Products listed below, each of which is a leader in its own line.

Joseph Rogers & Sons, Ltd.
SHEFFIELD

The World's Most Famous CUTLERY

Often Imitated. Never Excelled.

CUTLERS H. M. KING EDWARD VII

Burroughes & Watts, Ltd.
LONDON, ENG.

A Line of Billiard Tables

Unexcelled for Appearance, Durability and Economy

Special Appointment to H. M. King Edward VII

STEEL, PEECH & TOZER
LIMITED
SHEFFIELD

Steel Axles, Tires and Spring Steel

"Phoenix" Locomotive Spring Steel —Canada's Standard

W. & S. BUTCHER
SHEFFIELD

Razors, Files, etc.

Real Quality Goods

THOS GOLDSWORTHY & SONS.
MANCHESTER

Putty Powder
Emery
and Emery Cloth
of Proven Merit

THOS. JENKINS & CO.
BIRMINGHAM

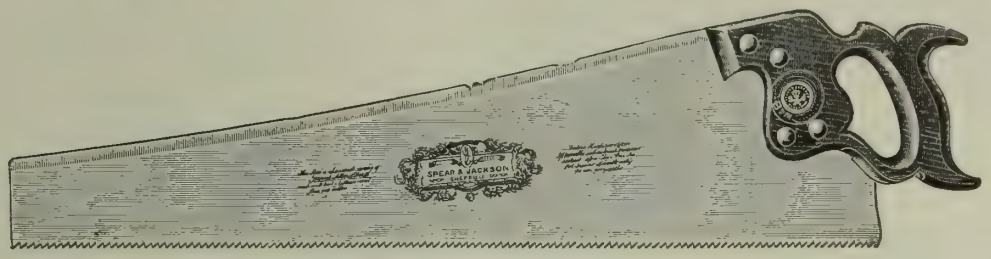
Fusees

and

Fog Signals

Montreal **James Hutton & Co.** **Quebec**

"The Name's the Guarantee"



YOU ARE LOSING SALES and customers if you do not carry our Saws and Edge Tools in stock. One of our customers writes:—

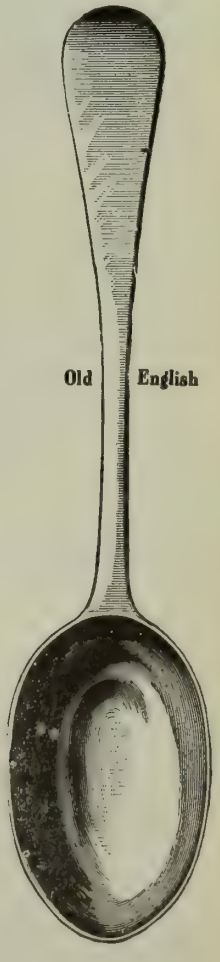
"With reference to Spear & Jackson's goods, we have been buying goods from this firm for a number of years, and introduced their Hand Saws into the District. We make them one of our special lines and are proud of the service and satisfaction which they give. We are selling them now to American workmen in competition with the best American brands, and are having the utmost satisfaction from the results."



Special Line Best Value on the Market

Nickel and Electro Plated Spoons and Forks, and Case Foods, stock or import.

IRON, STEEL, METALS, TINPLATES, CANADA PLATES, GALVANIZED SHEETS, BRASS CASED TUBES, CHEMICALS, OILS, FIRE BRICKS.



CHAIN

SPRINGS, SWEDISH IRON, WINDOW GLASS.

WIRE

BARBED, PLAIN GOLD, COPPERED, TINNED, OIL TEMPERED, "PERFECTION" DOOR SPRINGS.

SPECIAL LISTS UPON REQUEST

SOLE AGENT FOR CANADA :

J. A. HENDERSON,

Board of Trade Building,
MONTREAL

SPEAR & JACKSON, Limited
ERNEST STEVENS, Limited
BARBED WIRE SYNDICATE
MORGAN SPRING CO., Etc., Etc.

THE

King's Norton Metal Co., Ltd.

Birmingham and Abbey Wood - - ENGLAND

Now on Sale

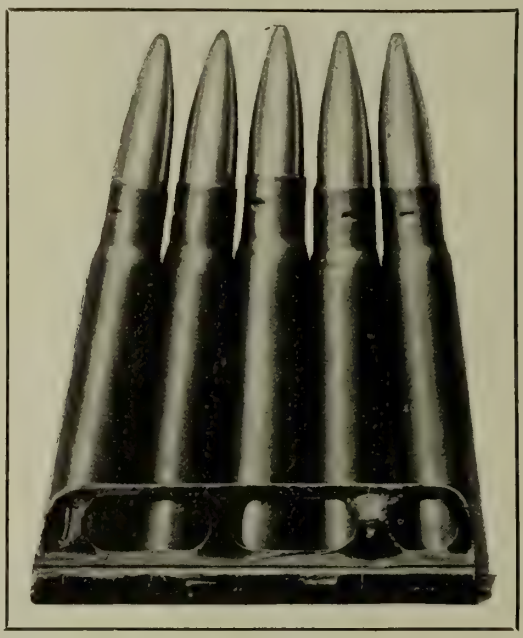
THE NEW (SERVICE MARK VII.)

.303

CARTRIDGE

POINTED BULLET WITH COMPOUND CORE

TUBULAR CORDITE



The New Ammunition has a 174 Grain Bullet.

The King's Norton Co. are the Pioneers of compound cores and have supplied pointed bullets on this principle for years

Therefore their experience has enabled them to produce perfect cartridges at once.

When ordering, state if chargers are required.

WHY SHOULD CANADA WAIT ?
YOU CAN TRY THEM AT ONCE.

375/303 — The 1911 Long Palma Cartridge is charged with the new Tubular Cordite. The long Palma Cartridge is the most successful match Cartridge in the world. **It holds every British Record** and most of the world's records.

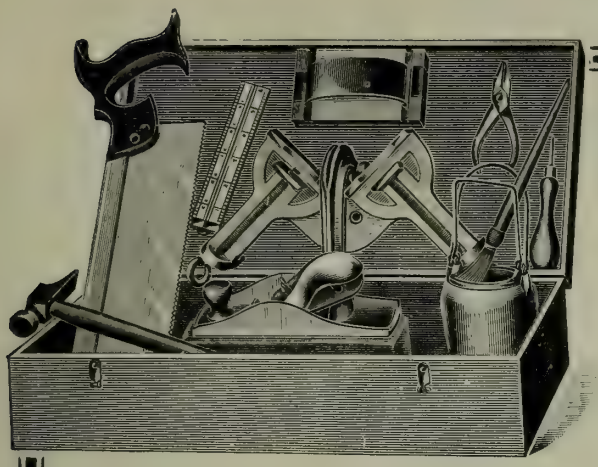
.280 Suitable for Ross Rifle — This was the ONLY successful Cartridge at Bisley 1910 in this calibre. The K. N, 280—with new sporting bullet, stands at the top. Highest accuracy, highest velocity, maximum efficiency.

.22 Roy Fire — The "H.P.S." Long Rifle Cartridge won every "S.M.R.C." championship in 1910 and 80% of top places in all competitions, in competition with all makes from all countries.

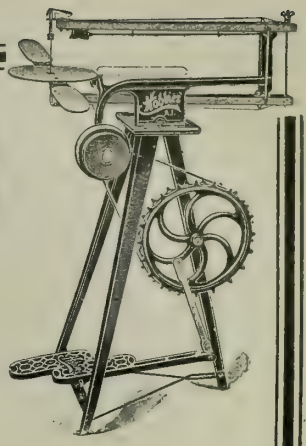
"K. N. S." 2 Leadene — The popularity of this chemical cleaning compound increases every year. You cannot expect perfect shooting with any powder or cartridge unless you keep the barrel free from metallic fouling.

Mauser and Mannicher — Standard sizes supplied—of the highest class only.

Rolled Brass, Copper, German Silver, Wire, Rivets, General Metals, etc.



PROSPEROUS 1911



The prospects for 1911 are extremely rosy, and from reports received, promises to be a year of records.

HARDWAREMEN

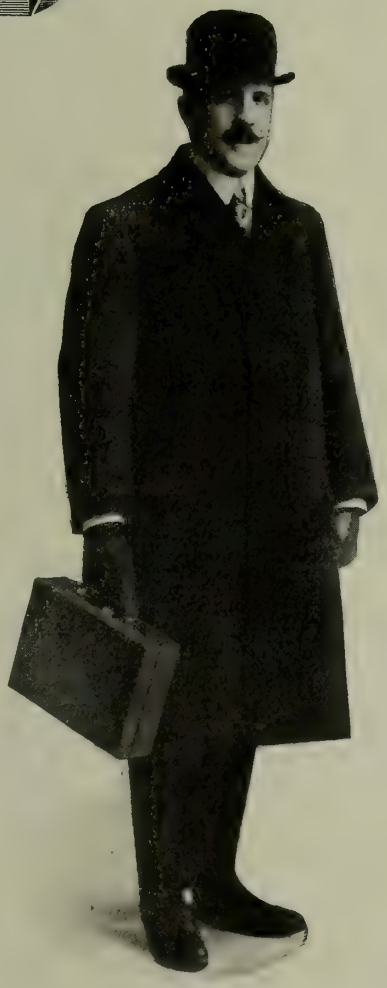
it's up to you to break all YOUR previous records.

We receive thousands of enquiries every season from all parts of the Dominion asking us to ship direct to Craftsmen our various manufactures.

We want YOU to supply the demand which has been made by a judicious but world-wide advertising scheme and now the demand is assured there is no need to hesitate.

Our Mr. Bloxam is just starting on his annual tour through the Dominion. Just mail a card addressed to him c/o

MacLean Publishing Co.,
Montreal, Toronto or Winnipeg



CHARLES R. BLOXAM
OUR
Traveller

If you should not already know, our trade mark is recognized throughout the world by Craftsmen as a sure guarantee.

Hobbies
TRADE MARK.

We manufacture outfits for all Craftsmen:—

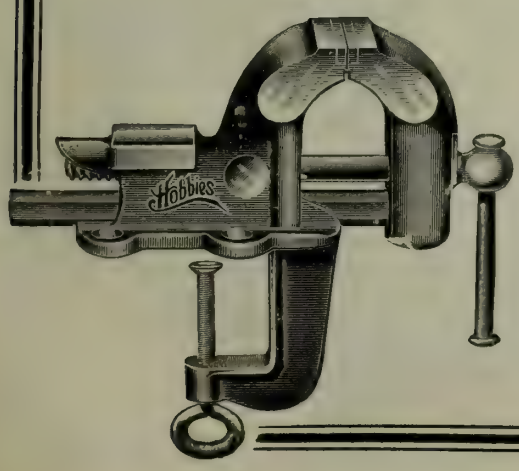
Picture Framing, Fretwork, Bent Iron Repousse, etc.

Jig-Saws, Lathes, Circular Saws, Grindstones, etc., etc.

Tools, such as Planes, Drills, Hammers, Files, Fretsaw Frames, Hacksaw Frames, Vises, Mitre Cutting Tools and Cramps for Picture Frames, etc., etc.

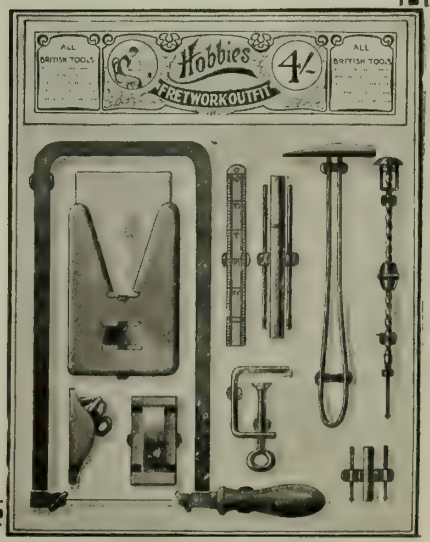
Our Mr. Bloxam is carrying a full range of these lines. Just make a point of seeing his stock room if it's only to see what the "Old Country" can do.

His samples are sure to interest you.



HOBBIES, LTD.
DEREHAM,
ENG.

Send him a card NOW



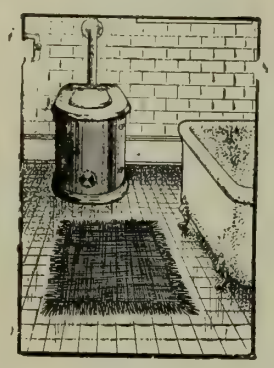


The Famous "MAB" Razors

Mab Razors are known and sold throughout the world. They are made from the finest Sheffield steel, and each razor is fully guaranteed. Made in all sizes and patterns. Hardware dealers will find these a good selling line. Send for wholesale lists and terms from

The Mab Company, Birmingham, England

Agent—W. A. Ingram, 106 Victoria Street, Toronto



"PARKYTE" IMPROVED SANITARY CHEMICAL CLOSETS

Our system does not require Water, Plumbing, Excavating or Burning. There are no Traps or other useless Appliances to break or get out of order.

"PARKYTE" is the only Chemical Closet that is giving satisfaction, the only one that has earned the name of SANITARY; and the only Sanitary Chemical Closet on the market to-day carrying a guarantee at all. It is recognized everywhere as being the "STANDARD OF QUALITY," and carries the endorsation of the leading Health Inspectors, Physicians and Architects in the Dominion, as well as thousands of satisfied users.

With "PARKYTE" Closets all rural districts can have Modern Conveniences. Write for catalog.

Parker & Whyte, Limited

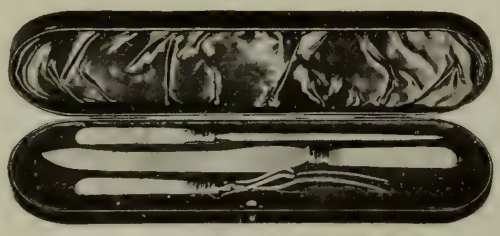
Head Office, 1203 McArthur Building, Winnipeg

ALL THE ADVANTAGES OF BUYING DIRECT

HRS&Co
Registered Trade Mark

HRS&Co
Registered Trade Mark

From Sources of Supply---Plus Immediate Delivery from Montreal.



Together with a full assortment of imported Silverware, make our goods the most profitable to handle.

We deal in all grades of plated ware and cutlery.
Write for our Illustrated Price List and Catalogue.



HENRY ROGERS, SONS & CO., LIMITED,

SHEFFIELD

Canadian Office: 6 St. Sacrament Street, MONTREAL.



Cabinet
and
Furnishing
Brassfounders

We Specialize in Brass and Glass Door Knobs, Casement Fasteners and Adjusters.

7961

MAY & PADMORE, Limited

BIRMINGHAM
England

Agent:
THOMAS W. KIRBY
48 Yonge Street Arcade
TORONTO ONT



Write for Lists and Prices on Builders' Hardware and Furnishing Brassfoundry.

Good Quality and Prompt Delivery

MENTION THIS PAPER

9319

Help Us Take the Money

Our Big Advertising Campaign is Swamping Us with Orders for

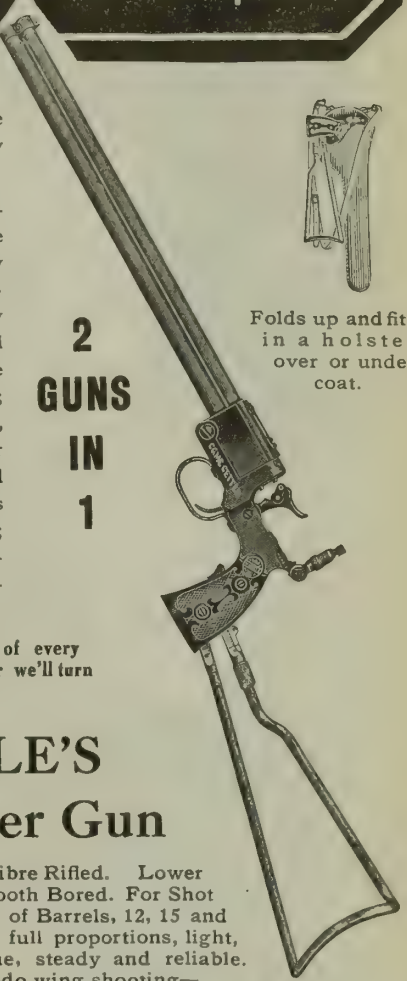
Marble's Game Getter Guns and Specialties



Inquiries and orders are coming fast from every quarter of the country.

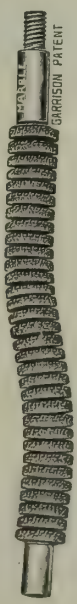
Think what we're doing—Running a four-page colored insert ad. in July Outing, in which will appear the names of every dealer who orders a small initial outfit of Marble Supplies before May 25th; running numerous page, half page, and quarter page ads. in the standard and sporting magazines of largest circulation; sending out mailing matter, direct to your prospects.

And you get the benefit of every inquiry from your territory, for we'll turn every order over to you.



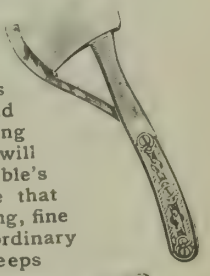
2 GUNS IN 1

Folds up and fits in a holster over or under coat.



MARBLE'S Game Getter Gun

Upper Barrel is .22 Calibre Rifled. Lower Barrel is .44 Calibre, Smooth Bored. For Shot or Round Ball. Lengths of Barrels, 12, 15 and 18 inches. It is a gun of full proportions, light, strong and powerful. true, steady and reliable. You can get large game—do wing shooting—or enjoy small game shooting and target practice without using expensive ammunition.



Marble's Gun Cleaners are made of brass gauze discs on a twisted steel wire, and follow the rifling naturally without injuring bore. Marble's Jointed and Pocket Rods will not wobble, bend or break at joints. Marble's Safety Pocket Axe has a shielded blade that makes it safe to carry in the pocket—a strong, fine steel tool adaptable to any purpose of an ordinary axe. Marble's Waterproof Match Box keeps matches always dry.



Send for Trade Catalogue

of Marble's 60 Outing Specialties, discounts, etc., NOW. You want to get your name in our big 4 page Outing ad.—ASK US HOW YOU CAN.

MARBLE ARMS & MFG. CO.
Successor to
MARBLE SAFETY AXE CO.
528 Delta Avenue - - Gladstone, Mich.

With the

PHOENIX SACK HOLDER



ONE MAN CAN DO MORE THAN TWO WITHOUT.

Portable, Unbreakable, Cheap

TORONTO:

Chambers & Simpson

103 BAY STREET

Brantford, Ont.—Chambers & Simpson, P.O. Box 370
Vancouver City—Porter, Worsnop & Co., 417 Winch Building
Richard Simon & Sons, Limited, Nottingham, England

RIGHT IN YOUR LINE!

Here is a splendid opportunity for increasing your trade! You have full knowledge of local conditions and can easily sell

"D. L." Standard Lockers



to Clubs, Y. M. C. A. Gymnasiums, Hospitals, Institutions, Factories, etc.

They are now admitted to be a positive necessity wherever numbers of people come together for work or pleasure, and they will provide you with a very handsome commission without outlay of any sort.

"D. L." Lockers promote tidiness, are sanitary, durable and well finished.



We will give you every possible help in placing "D. L." Lockers in your locality.

Write us To-day for Details

Dennis Wire and Iron Works Co., Ltd.

LONDON, CANADA



Ford Auger BITS

Bore 40 p.c. Easier

than any other make and do smoother, cleaner work as well.

It makes no difference what kind of wood you work on, hard or soft, wet or dry, the Ford bores easily, with absolute accuracy and will not clog.

Ford Bits draw in on the hardest knots without any pressure, and will never turn off or follow the grain.

The Ford bores with less pressure.

and nearly twice as fast

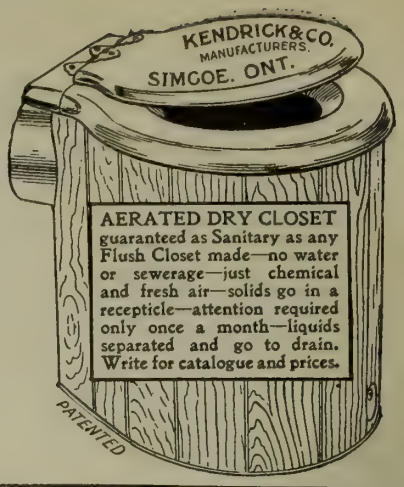
as the average bit, and whether you push in or pull back, they bore the same number of turns to the inch.

Every Ford Bit is made of a special steel and tempered by a patented process, which makes all tools uniform. Each Bit is forged under heavy trip hammer blows, thus insuring a greater fineness and durability than in any other Bit.

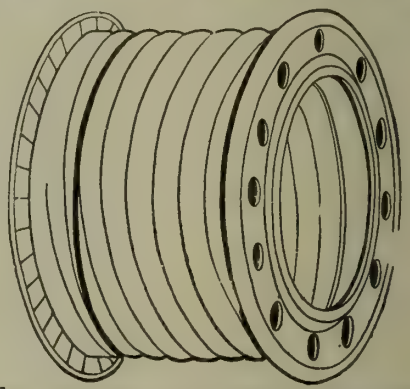
The Ford is imitated, but not equalled—insist on the FORD (superior in every way).

Write for Catalog E, showing all our tools.

FORD AUGER BIT CO.
Holyoke, - - Mass.
(Makers of Auger Bits, Ship Augers, Car Bits and Boring Machines.)



O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

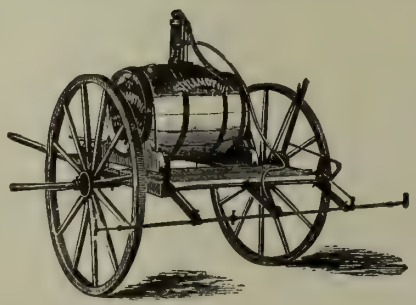


SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

The Hand SPRAMOTORS



Nos. 1 and 2, with horse-drawn cart, can be used for orchards, vineyards, row crops, or weed spraying. As shown, it is arranged for row crops and weeds, but all attachments are interchangeable. Has steel axle, 52-inch wheel of best hardwood, adjustable width of track and rows, all brass Spramotor, with brass ball valves, mechanical agitator, compensating plunger. All of the highest grade throughout, for one horse only. Price, $47.00 to $54.00. Write for free treatise.

2 Gold Medals National Horticultural Congress.

R. D. HEARD, 1382 King Street, LONDON, CAN.



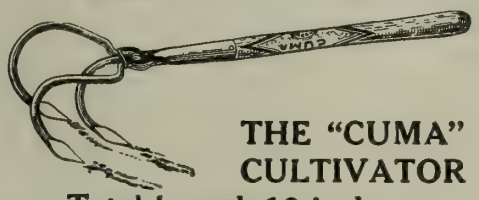
The "BUCO" Garden Cultivator

Handle 4½ ft. long.

We talk quality in the "Buco" because we know its quality is unique.

Extra ash handle, best we can get, and malleable head, but it is the teeth we talk about. These are the vital parts

The teeth of the "Buco" are all high grade springs, tempered in oil, by experts, and tested. After a strain in use which would yank the other kinds out of shape forever, they spring back to position unaffected. This means more life in work, greater durability and a most satisfactory tool to handle.



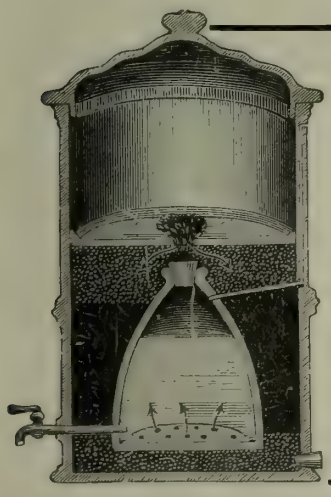
THE "CUMA" CULTIVATOR

Total Length 18 inches.

The most effective little tool made for flower bed and fine work. Sells at sight and pleases customers.

The Bailey-Underwood Company, Limited

NEW GLASGOW



When Others Fail

USE

HART'S

PURE CARBON

FILTER

All Parts Accessible for Cleansing

Belleville Pottery Co.

BELLEVILLE, - ONT.

We are Headquarters



for the following goods which show a handsome profit for the hardwareman, and are right in his line.

FENCE BUILDING TOOLS

DRIVE WELL POINTS

ROD COUPLINGS

TANK LUGS for round and flat bands

HAND CORN PLANTERS

HAND CORN SHELLERS

WASH TUB STANDS

LACE CURTAIN STRETCHERS

IRONING BOARDS and CLOTHES BARS

If your Jobber can't supply you, write us direct

Otterville Mfg. Co., Ltd.

OTTERVILLE, ONT.

Clothes Wringers

1, 2 and 3 YEAR GAURANTEES

Flexible Drag Tooth Harrows

3/4, 11/16 and 9/16

THE ESTATE OF O. D. COWAN

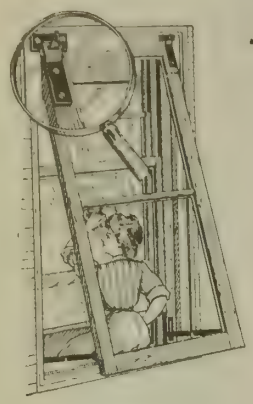
GANANOQUE, ONT.

AGENTS

ASSELIN & McMASTER
207 St, James St., Montreal

J. A. GIARD
Quebec, P.Q.

PHENIX HANGERS AND FASTENERS

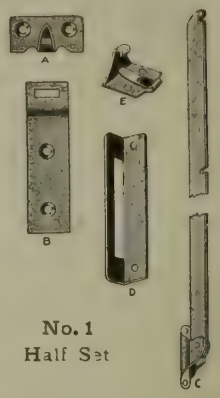


Solve the Problem: How to hang and fasten Storm Windows and Entire Window Screens

The ONLY Way Is The PHENIX Way

To simply show Phenix Hangers and Fasteners is to sell them.

Storm Windows and Screens are as easily hung and removed *from inside* as you would hang a picture; for ventilation or for window cleaning, swing them out.



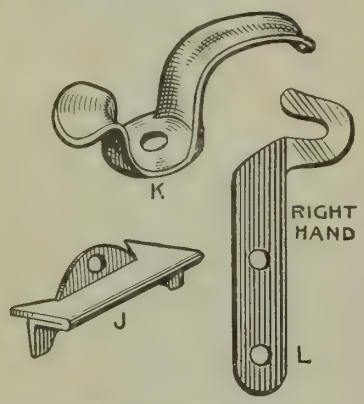
No. 1 Half Set

Made of superior Wrought Steel galvanized to prevent rusting.

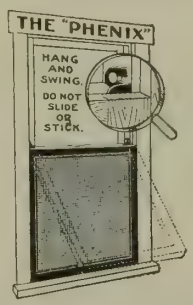
Hangers retail at 10c. Hangers and fasteners retail at 15c. and 25c.

Every house owner demands them.

For Catalog and Trade Discounts address



The Phenix Swinging Half Screen Hanger and Fastener No. 53.



Phenix Manufacturing Co.

030 Center Street

Milwaukee, Wis., U.S.A.

ED. BRAND

Specialist in the Wire Trade for 15 years

472 Moss Lane East

MANCHESTER, ENG.

Plants working in all parts of the world giving complete satisfaction.

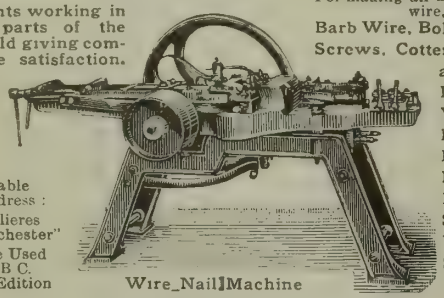
Machinery for

Wire Drawing Wire Netting
Wire Cutting Wire Weaving
Wire Testing

AUTOMATIC MACHINES

For making all kinds of articles from wire, such as:

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, Etc., Etc. Etc.



Wire_Nail]Machine

Cable Address: "Filieres Manchester" Code Used A.B.C. 5th Edition

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

WIRE WINDOW GUARDS

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

Write us for catalogue and prices.

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

SHEETS TUBES **COPPER & BRASS** AND RODS

SPECIAL SIZES CUT TO ORDER FROM LARGE STOCK—PROMPT SHIPMENT

115-121 SUMACH STREET - - - TORONTO, CANADA



One "Wear-Ever" Aluminum Utensil Test.

Are you noticing them in every leading woman's publication? Each advertisement is a test—a test that shows the superiority of "**Wear-Ever**" ware over utensils of the ordinary kind.

This publicity will work for you—in proportion to the size of your business, your territory, and your willingness to co-operate. Car cards, store hangers, "**Wear-Ever**" kitchen booklets, newspaper electrotypes, literature imprinted with your name and other dealer aids, are yours for the asking.

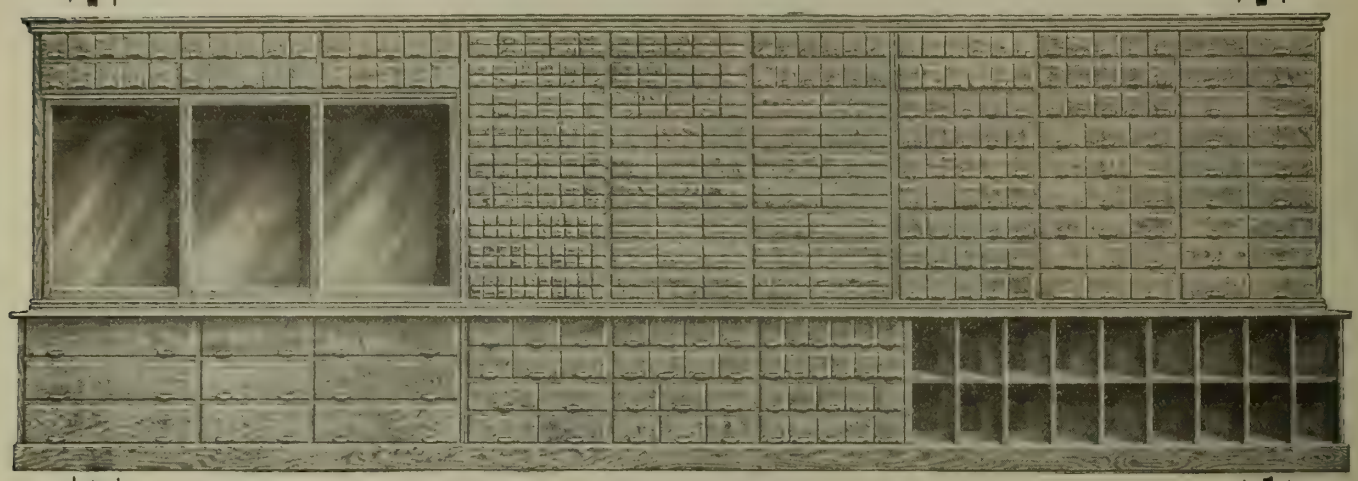
Delay never increased business.

NORTHERN ALUMINUM CO., LIMITED

Toronto, Ont.

An attractive Store Pulls Business!

And there is no way so certain of making your store neat and attractive as by installing an assortment of

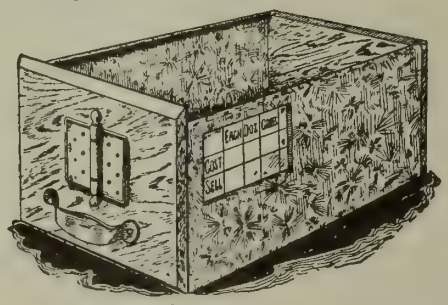


Metal Hardware Shelf Boxes

as shown in the above illustration.

Their appearance is handsome in the extreme, they increase the efficiency of your clerks, and enable you to give your customers quicker and more satisfactory service.

With our Patented Metal Shelf Boxes, the articles are displayed on the outside of each box, a system which greatly facilitates your customers' selection, and often suggests articles to them which they would not otherwise have thought of buying.



They are the strongest and most durable shelf boxes on the market and take up much less space than any other shelf box you could secure.

Tell us what space you have available and we will sketch out a plan for an assortment of boxes and give you our very closest price on same.

Send for our catalogue. It cannot fail to interest you.

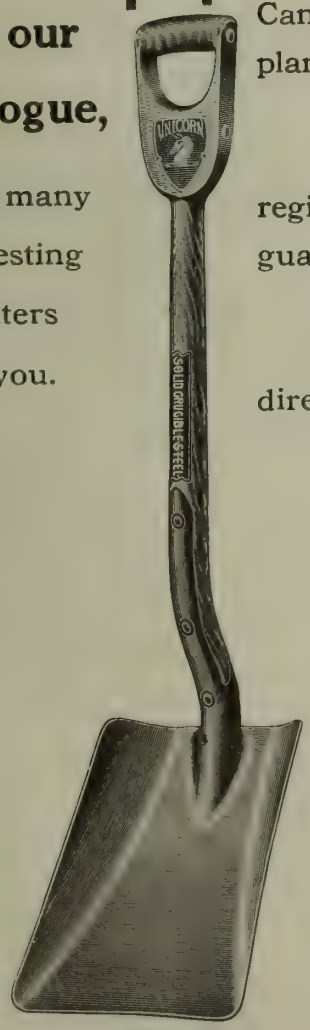
Cameron & Campbell, Sole Manufacturers, Toronto, Can.

Sell the Guaranteed Brand, the

LUNDY SHOVEL

Send for our Catalogue,

It has many interesting pointers for you.



The shovel that gives user, dealer and jobber the utmost protection.

"Lundy" Shovels are made in the largest shovel factory in Canada, from the most carefully-selected materials, and our plant is up-to-date and complete in every respect.

Every genuine "Lundy" Shovel is branded with our registered trade mark, and is sold under an unqualified guarantee.

If your jobber doesn't handle "Lundy" Shovels, write us direct.

TRADE MARK
Registered

The Lundy Shovel & Tool Co., Limited

General Offices and Factory, PETERBOROUGH,

MONTREAL WINNIPEG JOHANNESBURG, S. A.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

The House-cleaning Season

IS NOW AT HAND

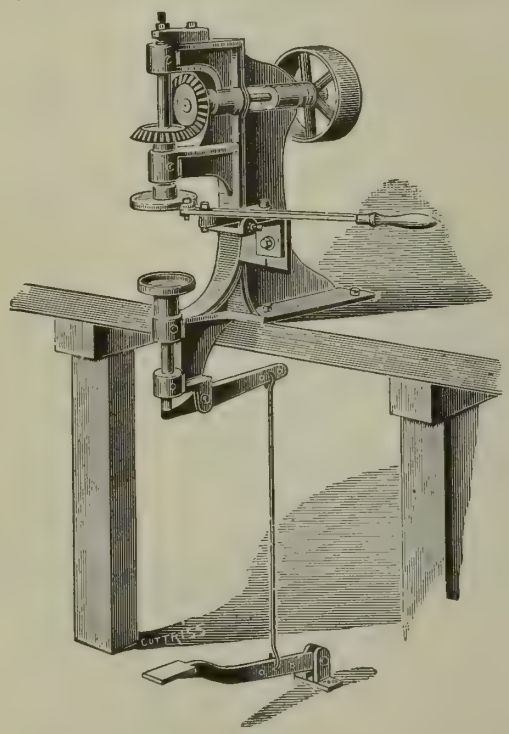
WE make a specialty of all kinds of Brushes for House-cleaning Purposes and values are unequalled by any other goods in the market. We also have the largest range to choose from. Every Hardware Dealer should have our Popular Priced Whitewash and Kalsomine Brushes and our machine-made genuine solid back Dandy Brushes.

The demand for our patent steel-fastened Stable Broom is constantly increasing and are the only Brooms that will stand all kinds of hard usage.

Stevens-Hepner Company, Ltd.

PORT ELGIN, ONTARIO

No 10 POWER DOUBLE SEAMER OR CRIMPER

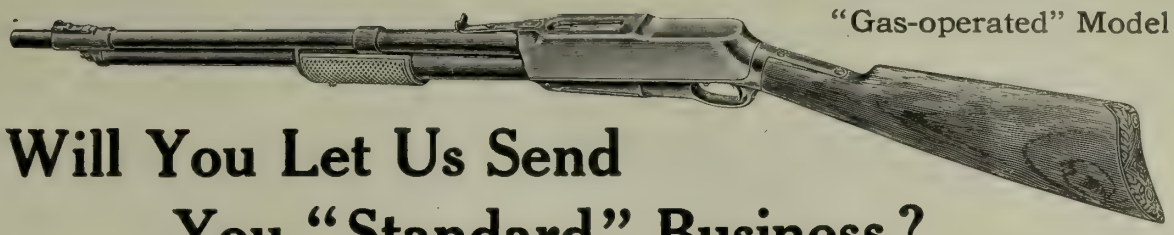


HAVE YOU ANY

cans to CRIMP or DOUBLE SEAM COVERS on? If so, this is just the tool you want. It is specially adapted for CRIMPING the covers on round paper boxes with metal tops, such as CLEANSING POWDERS, etc. Or for round tin cans not greater than 9 inches in length and 8 inches in diameter. It is very RAPID. Write for further particulars.

THE BROWN-BOGGS CO., Limited - Hamilton, Can.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES, ETC.



"Gas-operated" Model

Will You Let Us Send You "Standard" Business?

The following Canadian jobbers carry a stock of Standard Rifles and can ship promptly:—

EDMONTON, Ross Bros. Ltd., Sommerville Hardware Co.; LONDON, D. H Howden & Co. Ltd.; MONTREAL, L. H. Hebert & Cie, Ltd., Lariviere, Inc., Lewis Bros. Ltd.; OTTAWA, Ketchum & Co. Ltd.; ST. JOHN, N.B, W.H. Thorne & Co. Ltd.; TORONTO, H. S. Howland, Sons & Co. Ltd.; WINNIPEG, J.H. Ashdown Hardware Co. Ltd., Marshall-Wells Hardware Co. Ltd., Miller-Morse Hardware Co. Ltd., Hingston-Smith Arms Co. Ltd., Wood-Vallance, Ltd; VANCOUVER, McLennan, McFeely & Co. Ltd.

Our 1911 Advertising Campaign and Selling Plan will develop a NEW and immensely enlarged field. The method will popularize and immediately increase the sales of

STANDARD RIFLES

"Gas-Operated" **"Pump-Action"**

All inquiries received will be referred to the nearest dealer, and strong support will be offered in business-getting letters from our home office.

Line up for big profits, rapid-fire sales and the enviable reputation that will come to dealers who are far sighted enough to handle a modern line.

Send for our catalog, booklets, etc., and let us tell you details of our way of sending business to you.

TWO MODELS

Gas-Operated

Hand-Operated

25, 30 and 35 calibere

STANDARD ARMS COMPANY

119 F Street, WILMINGTON, DELAWARE, U. S. A.

HAVE YOU SEEN THESE

New "Yankee" Tools?

No. 1530 Hand Drill for holes up to 3-16 in.

Takes round shank drills. Has the famous Automatic Double Ratchet movement the same as our other "Yankee" geared Drills, so helpful in many ways especially at close quarters where only part turn of crank can be obtained. The wood Handle has magazine for drill points. A fine tool for metal workers, amateur mechanics, etc.

No. 130 Quick Return

Same tool as the No. 30 but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

No. 75 Push Brace

Bores holes up to ⅜ inches in hard woods and ⅝ inches in white pine, quicker and easier than a Bit Brace. Drives and draws screws - takes all the small tools and works in close quarters where a Bit Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver.



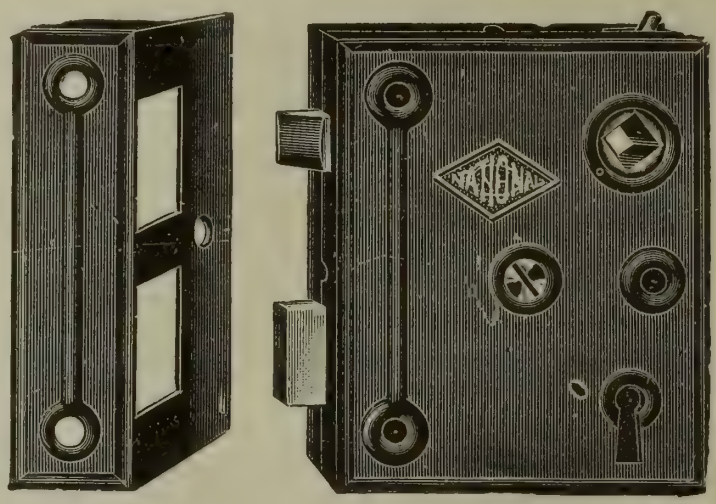
They are catching the Mechanics. Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

A Valuable Builders' Connection

You can get the cream of the Builders' Hardware Trade in your district if you feature



NATIONAL
Steel Rim Locks

They are noted for their strength, safety, durability and finish, and are the only steel rim locks made in Canada. The locking mechanism is entirely pivoted on a central pin, is very simple and cannot get out of order.

GUARANTEED TO MEET THE REQUIREMENTS OF YOUR BEST CLASS TRADE.

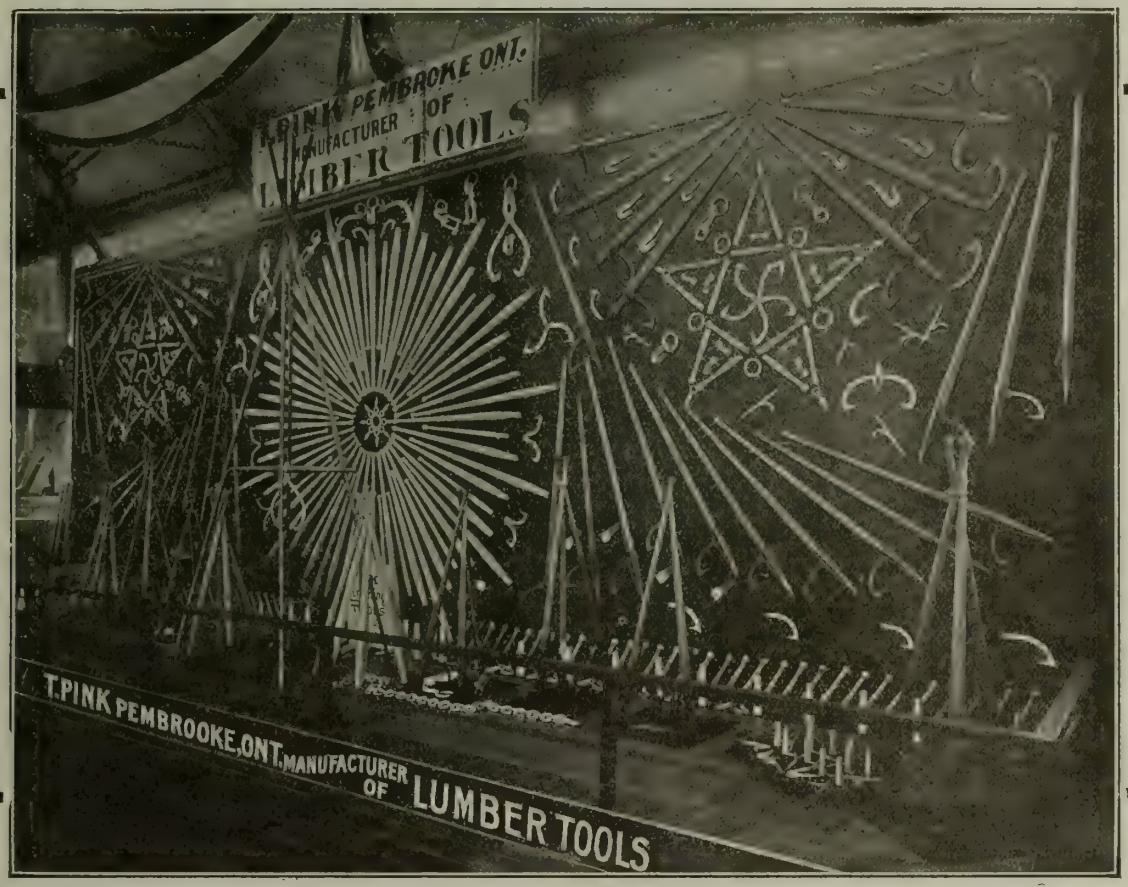
Steel Stampings of All Kinds.

National Hardware Company,
LIMITED

ORILLIA, - - ONTARIO

In the Standard Class

We specialize on every kind of Lumber Tool, and can fill your requirements with the utmost promptitude.



PINK'S LUMBERING TOOLS

are the standard tools of every province in Canada, New Zealand, Australia, etc., and they combine lightness, strength and durability in a remarkable manner.

Sold by all Wholesale and Retail Hardware Merchants throughout the Dominion.

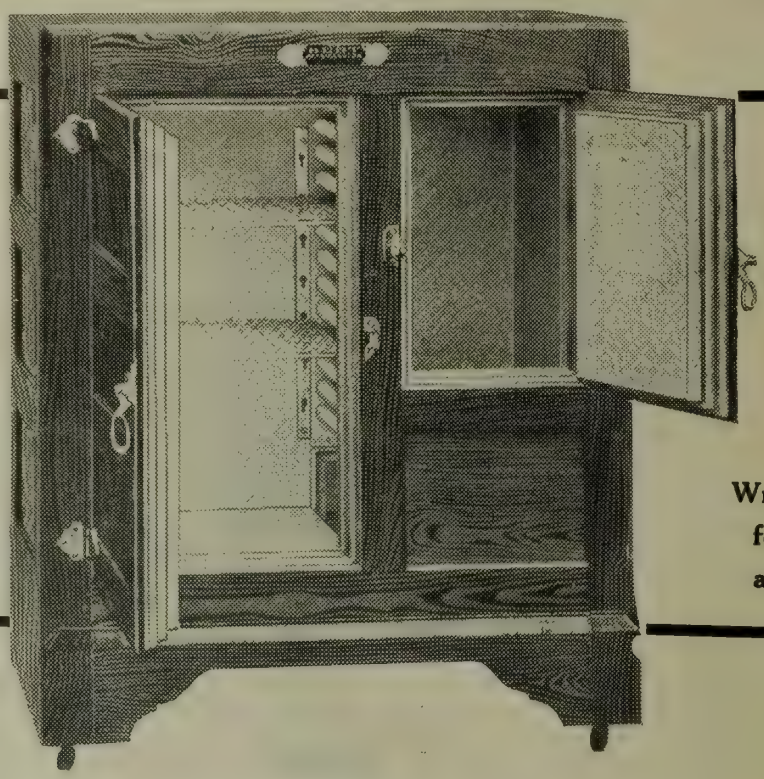
SEND FOR CATALOGUE and PRICE LIST

THOS. PINK, Pembroke, Ont.

Perfect Circulation of Cool Dry Air

is acknowledged to be the ideal condition for a refrigerator, and it is the Syphon system of the

"BARNET" Refrigerator



Write To-Day for Details and Prices.

which has made this satisfactory result possible.

And besides keeping foodstuffs in prime condition, milk sweet, butter untainted, and salt perfectly dry, the Barnet is the Refrigerator YOU should recommend, because it is so economic in ice consumption, so perfectly sanitary and so easily cleaned.

THE REPORT OF EXPERTS
on the
'BARNET' REFRIGERATOR

Inspector of Hospitals and Charities, Parliament Buildings, Toronto

Having for some time been impressed with the great desirability of having a refrigerator, which, on account of proper ventilation and at the same time economical in the use of ice, I might be able to commend, I willingly consented to act with Mr. S. A. Armstrong, Assistant Provincial Secretary of Ontario, for the purpose of judging the merits of the "Barnet" Refrigerator.

We were first shown the empty refrigerators at the National Exhibition, Toronto, and allowed to designate any of our selection for the test. One was chosen and, after having been supplied with ice, the compartments were well filled with a quantity of food supplies, including milk (not pasteurized), fish, meat, onions, butter, cheese, apples, tomatoes, celery, oranges, lemons, bananas, matches and salt. The refrigerator was then locked and sealed, so that no one could open the door. The seal was broken 96 hours afterwards and the contents were found in a surprising condition. The milk was as sweet as when purchased from the vendor four days before and entirely free from any taint. The onions and other vegetables and fruit had not imparted the slightest odor to anything. The salt and matches were as dry as when placed in the refrigerator.

A more rigid test of ventilation could not be asked for, and the conditions in which the food supplies were found quite justifies the statement that the "Barnet" Refrigerator is constructed on a hygienic system peculiarly its own.

R. W. BRUCE SMITH.

I desire to corroborate the above statement, having been present and noted the conditions mentioned.

S. A. ARMSTRONG.

The Barnet Manufacturing Co., Ltd.

Renfrew, Ont.

The Merchants Bank of Canada
Brandon

The Barnet Mfg. Co. Limited,
Renfrew, Ont.

Gentlemen,—

In reference to the refrigerator purchased from you a month ago, I would like to say, that it is giving entire satisfaction. The weather has been steadily warm since we commenced using it, and it has been working to perfection. The ventilation is good, and there seems to be no contamination whatever, of any articles of food. Moisture does not collect inside. It is dry and sanitary. The consumption of ice is moderate. The refrigerator is so much better than the old one, that the two can not be compared at all. I consider you conferred a distinct benefit in persuading us to try it. We would not now be without it on any account. It will be a pleasure to recommend it to our friends.

Yours truly,
(Sgd.) J. S. Willmot.



USE CUTS For Your Ads.

There is nothing nearly so effective in advertising as cuts. We know it and all good advertisers know it.

Stanley Mills & Co. have thousands of small and medium size cuts for sale at a very low price, about one-third of their real value. They are cuts which have been slightly used, but for all purposes are as good as ever. No two cuts alike and therefore we have no catalogue of them.

To facilitate ordering, we have grouped them about as follows---order by number:

No. 1—MIXED HARDWARE
2—CARPENTERS' TOOLS
3—BLACKSMITHS' TOOLS
4—BUILDERS' HARDWARE
5—HAYING TOOLS
6—FARM IMPLEMENTS
7—FARM PUMPS
8—HARNESS AND PARTS
9—FARMERS' TOOLS
10—STABLE SUPPLIES
11—RIDING SADDLES
12—WASHERS AND WRINGERS
13—HOUSEHOLD HARDWARE
14—CUTLERY
15—SPORTING GOODS
16—TINWARE, GRANITEWARE
17—MUSICAL INSTRUMENTS
18—STATIONERY
19—TOYS
20—WATCHES, JEWELRY
21—MEN'S FURNISHINGS
22—DRY GOODS
23—BOOTS AND SHOES
24—SMALL NOTIONS

When no number is given we will send mixed cuts. Our terms are Cash With the Order. Hardware dealers would do well to order promptly. To have these cuts made would cost twice or three times the price we ask for them.

When we cannot supply a fairly good assortment of the group you want we will make up the balance in mixed hardware cuts.

The price is as follows:

25 Cuts for $4.00
50 Cuts for $7.50
100 Cuts for $12.50

No Cuts exchanged.

Stanley Mills & Co.
HAMILTON, ONTARIO

Trade Mark Reg'd 1877

"DOMINION"

"The Crown of Quality"

Galvanized Canada Plates

Extra heavily coated to stand the wear.

Insist on your jobber supplying "DOMINION CROWN."

A. C. LESLIE & CO., LIMITED
MONTREAL

IT WILL PAY YOU
TO PUSH THE SALE OF

Winnipeg Steel Shingles

Economical. Fire and Lightning Proof.
They're Rain and Storm Proof too.

We will Help you make Sales

No Stock to carry. Send us your Order.
We ship promptly.

Most Complete Plant in Canada for the Manufacture of Steel Metal Building Goods.

Write Dept. "S" for Catalogue No. 5 and Price List

WINNIPEG CEILING & ROOFING CO.
P.O. BOX 2186 WINNIPEG, Canada

HENRY T. SEYMOUR SHEAR CO. NEW YORK

SEYMOUR SHEARS

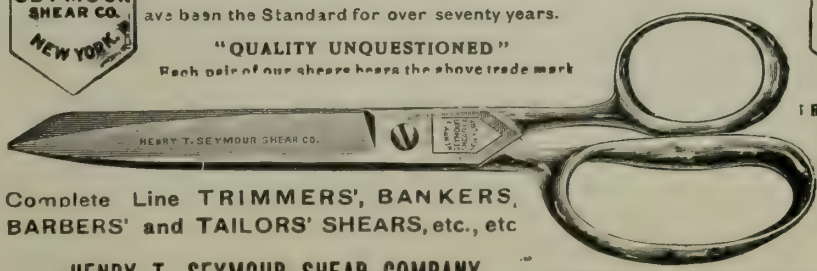
HENRY T. SEYMOUR SHEAR CO. NEW YORK

ave been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

TRADE MARK

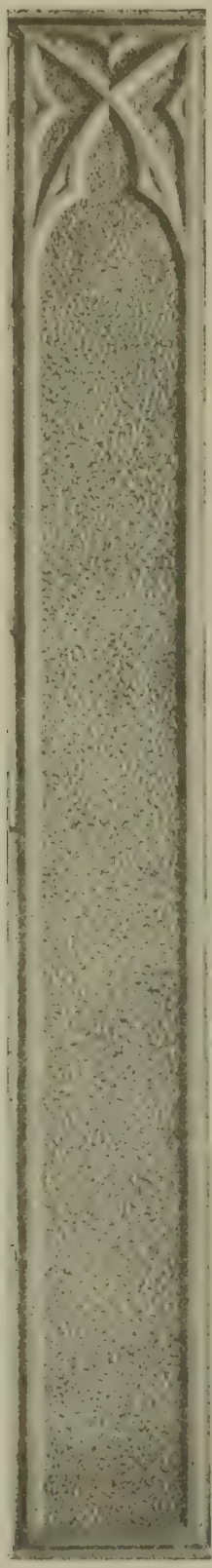


Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED NEW YORK, Agents



ARCHITECTURAL

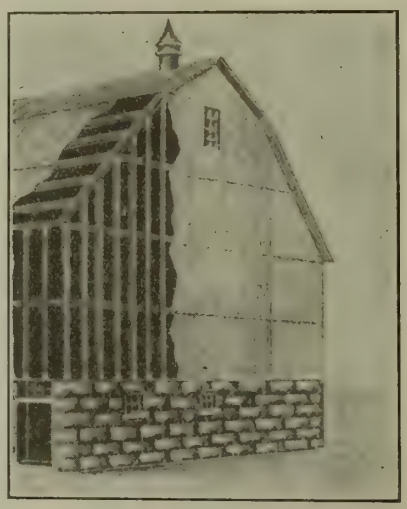
EXTERIOR or

OUR NEW CATALOGUE

and price list will be ready for mailing in a fortnight. See that you get it.

We are making our Metal Ceilings better than ever. They look better, fit better and are better painted.

We want to help you, Mr. Dealer, build up a Metal Ceiling trade in your own Town. Will you do a little canvassing and send us sizes of spaces to be covered and we will make up designs and estimates which will help you to close orders.



The Spring is the time to get businss

We carry large stocks at our Preston and Montreal Factories, and our goods may also be obtained at the following points:

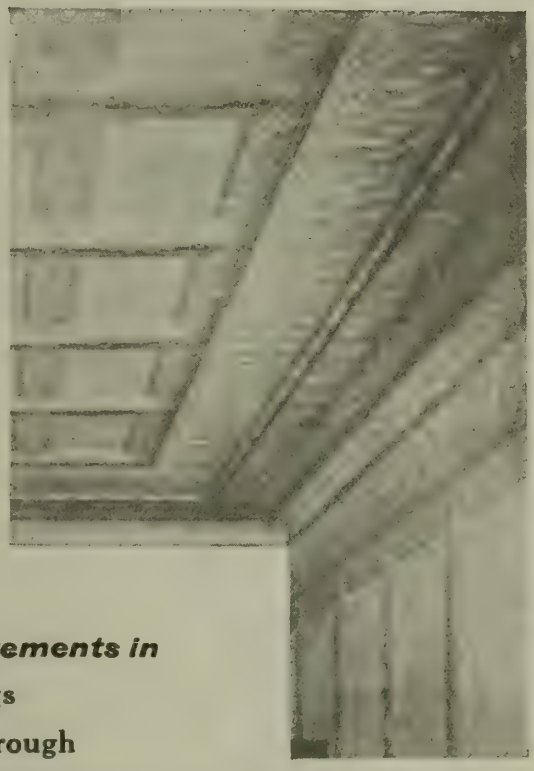
ST. JOHN, N.B.: EMERSON & FISHER, Ltd.
QUEBEC: - - - J. A. BERNARD
TORONTO: - - - G. P. BRECKON
WINNIPEG: - - CLARE & BROCKEST
CALGARY: - - ELLIS & GROGAN
VANCOUVER: WM. N. O'NEILL & CO.

The METAL SHINGLE

PRESTON, ONTARIO MONTREAL,

SHEET METAL FOR INTERIOR use

Have you seen our 1911 SAFE LOCK SHINGLE? Our dealers tell us that they are perfect, so easy to lay. Have all the good talking points and no bad ones. We use nice bright sheets too, and our Special terms help to close orders now.



What about your requirements in

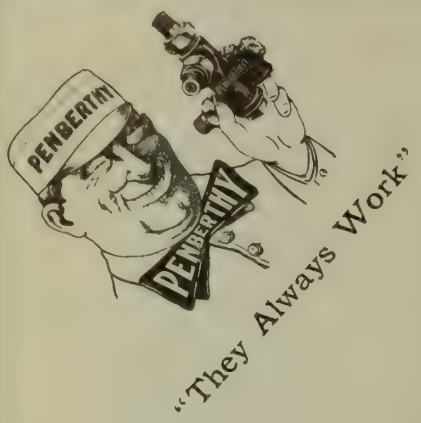
Corrugated Sheets	**Sidings**
Conductor Pipe	**Eavetrough**
Elbows	**Skylights, Finials, Etc.**

We have expert Draughtsmen and Cornice men. Nothing too difficult, too large nor too small. Our methods of co-operating will help you to profitable business. It's the **PROFITS** that count

C. DOLPH,
Pres. & Gen'l Manager

& SIDING COMPANY

QUEBEC **LIMITED**



It Pays Every Hardware Merchant to Sell Our Products, Because They Make Satisfied Customers.

Gen



Automatic

K-I-N-G

PENB T M



PLAIN STEAM WHISTLES
Very fine, clear tone.



SIGHT FEED LUBRICATOR
A general favorite with threshermen and farmers. Simple and reliable—and at a moderate price.



"SILEX"
Self-feeding Grease Cup. Requires no attention.



"SAMSON"
Screw Compression Grease Cup. Very strong and positive in action.



XL-96 EJECTOR
A LIQUID LIFTER
Used in cheese factories, creameries, etc.
Lifts 25 feet. Elevates 75 feet

Manufac

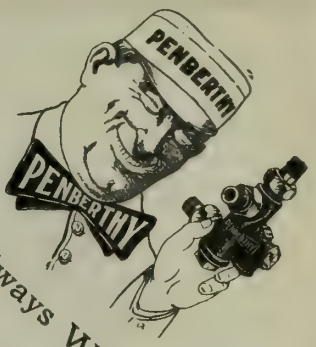
Penberthy Injector Co.,

uine



Injector

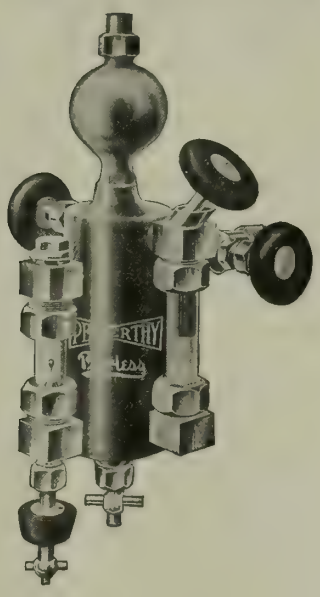
All Leading Wholesale Houses in Canada Carry a Full Line of the Popular-Priced Penberthy Brass Specialties.



"They Always Work"

RADE
ERTHY
ARK.

Peerless



SIGHT FEED LUBRICATOR

Strictly high-grade, and adapted for use on high-class engines, etc.



PLAIN ENGINE LUBRICATORS

A good seller, and made to give satisfaction. Heavy design and very durable



"SALUTE"

The best all-round sight feed Oil Cup on the market.



"SLIDE TOP"

A good, reliable Glass Oiler, at a moderate price



PLAIN DOPE CUP

For general use. A popular favorite.

tured by

Limited, Windsor, Ont.



Brantford Roofing

MEANS QUALITY

To get this distinct quality we use nothing but imported long fibred wool felt, and pure selected asphalt saturation and finish.

We pride ourselves in making only goods of quality—and this accounts for the increasing demand.

Quality is talked of long after price is forgotten.

Brantford Roofing is made up to a standard of quality, not down to a price.

WRITE US FOR SAMPLES AND PRICES

Brantford Roofing Company, Limited

Brantford, Ont. **Montreal** **Toronto**

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer

Rates—2c. per word first insertion; 1c. per word subsequent insertion; 5c. additional each insertion when Box number is required

ARTICLES FOR SALE

FOR SALE—A set second-hand tinner's tools in good repair. Apply to JOHN DUFTY, Broadview, Sask. (12)

FOR SALE—12 sections of Warren Shelving, 2 Meyers Ladders, 6 Bowser Oil Pumps and Tanks, 1 four-drawer National Cash Register. All nearly new. For prices and descriptions write BROWN & MITCHELL, Brandon, Man. (13)

KENDRICK & CO., of Simcoe, manufacturers of the Aerated Sanitary Indoor Dry Closet, have for sale an Eavetrough Wagon, almost new, cheap. KENDRICK & CO., Simcoe, Ont. (12)

$65 WILL BUY a No. 25 McCaskey Register. Agent's price $100. Never used. Supplies complete except check books. A. J. MACDONALD, North Lancaster. (12)

AGENCIES

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

WANTED—A wholesale house to take Sole Agency for Canada for our Patent Automatic Stapling Machine for attaching labels to cases. ALLEN BROWN & CO., Metal-Smallware and Screw Makers, 124 Cambridge Street, Birmingham, England. (12)

BUSINESS CHANCES

FOR SALE—Retail Hardware business, or may take working partner with some capital, one who understands the business. For further particulars, apply W. J. Lawson, 27 Howland Ave., Toronto. (11tf)

FOR SALE—General hardware business in the County of Ontario. Stock and fixtures about $4,000. Will sell at rate on the dollar. Box 1095, HARDWARE AND METAL, Toronto. (14)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE—Hardware, stove and tinware business, in one of the best towns in Ontario. Good farming community, established over 40 years. Owner wishing to retire. Tinshop and plumbing in connection. Stock, fixtures and tools about $15,000. Will sell at rate on the dollar. Box 2001, HARDWARE AND METAL, Toronto. (15)

FOR SALE—One of the best hardwares in Saskatchewan. Stock about $14,000. Buildings at reasonable rent. $6,000 cash will handle it. Business increasing; prospects bright; turnover and profits satisfactory. Will be off the market if not sold by April 1st. Don't answer unless you mean business. If full information is satisfactory, write in first instance to Box 1092, HARDWARE AND METAL, Toronto. (12)

FOR SALE—Hardware business in one of the best towns in the West. Stock about $12,000; brick building 27x90 on the principal corner; price $9,000, or could be rented. Tinshop in connection. Town has population of 2,000 and the turnover from the store runs from $35,000 to $40,000. Terms to purchaser, one quarter cash, balance arranged at 7% interest. WOOD, VALLANCE, Limited, Winnipeg. (13)

LUMBERING TOOL BUSINESS FOR SALE.—Established by W. Wallace in 1860. It is in first class condition and is flourishing. Present owners wish to retire. Excellent opportunity for man with limited capital. Apply WILLIAM WALLACE, Three Rivers, P.Q. (24)

WANTED—To buy, a hardware business in a growing town. Write, giving particulars, to Box 1084, HARDWARE AND METAL, Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

MAKE MONEY AND SAVE MONEY with the Multigraph. It does multiple typewriting and real printing 1,200 to 5,000 sheets an hour; gets new business with form letters or printed advertising; saves 25 per cent. to 75 per cent. of printer's charges on stationery and forms. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

RETAIL MERCHANTS AND OTHERS WITH A limited correspondence will find it to their advantage to write us for catalogue of special bargains in rebuilt Typewriters. We have all the well-known makes, taken as part payment on the MONARCH, and at the prices we offer them they are remarkable bargains. THE MONARCH TYPEWRITER COMPANY, Limited, 46 Adelaide Street West, Toronto, Ont.

THE NATIONAL CASH REGISTER CO. guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

SITUATIONS VACANT

BOOK-KEEPER WANTED for hardware business. Apply BROWN & MITCHELL, Brandon, Man. (13)

TINSMITHS WANTED—For Western Canada towns and cities. Apply in own handwriting, giving, age, married or single, experience, present and past employers and length of time with each. The McClary Mfg. Co., Winnipeg, Man. (12)

TINSMITH OR APPRENTICE WANTED—Bright young man, of fair education, having two or three years' experience in tinshop and fair knowledge of general tinshop work, for joint hardware clerk and tinshop work in small town. Splendid opportunity for learning joint business. Fair wages. Apply The McClary Mfg. Co., Winnipeg, Man. (12)

SITUATIONS VACANT

TINSMITH and Plumber; steady job to the right man. Also helper, one or two years' experience. Apply G. A. BINNS, Newmarket, Ont. (11)

WANTED—Tinsmith with some capital to take an interest in a well-established business in a growing town on the main line of the C.N. Ry. State capital and give full particulars and references. Confidential. Box 1099, HARDWARE AND METAL, Toronto. (12)

WANTED—Tinsmiths and press hands at all times. Correspondence invited. E. T. WRIGHT & CO., Hamilton, Ont. (12)

WANTED—A junior retail hardware salesman with three or four years' experience. Must be a hustler and able to speak German. Apply, giving references and salary expected, to Box 446, Calgary. (12)

WANTED—An experienced and thoroughly capable man, able to take charge of the manufacturing end of a stove plant. Apply with references and full information to The Enterprise Foundry Co., Sackville, N.B. (12)

WANTED—Experienced Hardwareman to take charge of Branch Store in large and hustling town in Nova Scotia. Applicant must furnish satisfactory references. For further particulars address Box 1093, HARDWARE AND METAL, Toronto. (12)

WANTED AT ONCE—Two thoroughly experienced travellers calling on the hardware and implement trade for Eastern and Western Ontario. Only those capable of producing results answer, stating age, experience and salary expected, and when can arrange for personal interview. Box 2000, HARDWARE AND METAL, Toronto. (13)

SITUATIONS WANTED

A HARDWARE SALESMAN, desiring to leave the road, wishes to obtain at once an active interest in such business in Western Canada. Can offer in exchange or as security equity to the value of $10,000 in first-class Western lands. Correspondence solicited. Address Box 1083, HARDWARE AND METAL, Toronto. (7tf)

HARDWAREMAN, four years' experience, seeks situation, view of advancement. Good references. Box 1096, HARDWARE AND METAL, Toronto. (11)

HARDWARE SALESMAN, 14 years' experience, all branches. A1 salesman, stock-keeper and window dresser. J. E. WILSON, 882 Somerset Street, Ottawa. (13)

HARDWARE CLERK, age 22, 4 years' experience, strictly temperate, can furnish first-class references. Western town preferred. Apply, stating salary, to Box 1098, HARDWARE AND METAL, Toronto. (12)

HARDWARE SALESMAN desires a change of position. Young man, medium size, with good experience in general hardware, stoves, tinware, graniteware and sporting goods. Apply Box 1094, HARDWARE AND METAL, Toronto. (12)

TINSMITH, with 5 years' experience, some knowledge of plumbing, wants position at once. Apply Box 2002, HARDWARE AND METAL, Toronto. (12tf)

WANTED—Situation in Western Canada by an experienced hardware salesman, good window dresser and with knowledge of plumbing and tinsmithing. Apply Box 1098, HARDWARE AND METAL, Toronto. (13)

WANTED—CORNICE BREAK

WANTED—An eight-foot Cornice Break, in good condition. Give make, full description and condition. Apply Box 2003, HARDWARE AND METAL, Toronto. (12)

CLASSIFIED LIST OF ADVERTISEMENTS

Advertising Cuts.
Stanley Mills & Co., Hamilton.
Aluminum Ware.
Northern Aluminum Co., Toronto.
Ammunition.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
King's Norton Metal Co., Birmingham.
Union Metallic Cartridge Co., New York.
Auger Bits.
Ford Augur Bit Co., Holyoke, Mass.
Tobin Arms Mfg. Co., Ltd., Woodstock.
Ash Sifters.
Collins Mfg. Co., Toronto.
Wright, E. T., Hamilton.
Awnings.
Raymond Bros., London.
Axes.
Allan Hills Edge Tool Co., Galt.
Marble Safety Axe Co., Gladstone, Mich.
Axles.
Guelph Spring & Axle Co.
Babbitt Metal.
Canada Metal Co., Toronto.
Frothingham & Workman, Ltd. Montreal.
Magnolia Metal Co., New York.
Bale Ties—Wire.
Laidlaw Bale Tie Co., Hamilton.
Bar Iron.
A. C. Leslie & Co., Ltd., Montreal.
London Rolling Mills Co., London.
J. H. Roper, Montreal.
Steel Co. of Canada, Hamilton.
Barn Door Track.
Taylor-Forbes Co., Guelph.
ton.
Barrel Hoops.
Laidlaw Bale Tie Co., Hamilton.
Baskets.
Boeckh Bros. Co., Ltd., Toronto.
Thos. Bryan, London.
Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Gendron Mfg. Co., Toronto.
Beaters—Egg and Cream.
Geo. G. Veness Mfg. Co., Boston.
Belting, Hose, Etc.
J. L. Goodhue & Co., Danville, Que.
Gutta Percha and Rubber Mfg. Co., Toronto.
Belt Dressing.
J. L. Goodhue & Co., Danville, Que.
Binder Twine.
Brantford Cordage Co., Brantford.
Consumers' Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.
Bird Cages.
E. T. Wright & Co., Hamilton.
Bits.
Ford Auger Bit Co.
Black Sheets.
M. & L. Samuel, Benjamin Co., Toronto.
J. H. Roper, Montreal.
A. C. Leslie & Co., Montreal.
Boilers and Radiators.
Pease Foundry Co., Toronto.
Steel & Radiation, Toronto.
Waldon Co., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
Blacksmiths' Supplies.
The Capewell Horse Nail Co., Toronto.
Iron City Tool Works, Ltd., Pittsburgh.
Star Mfg. Co., Carpentersville.
Bolts.
London Bolt & Hinge Works, London.
Star Mfg. Co., Carpentersville.
The Steel Co., of Canada, Hamilton.
Bolts—Expansion.
Star Expansion Bolt Co., New York.
Box Openers.
Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
Chas Morrill, New York.
Braces.—Bit.
E. C. Atkins & Co., Indianapolis, Ind.
Stanley Rule & Level Co.
Brackets.
Canada Steel Goods Co., Hamilton.
Brass Goods.
Booth-Coulter Copper & Brass Co., Toronto.
Jas. Cartland & Son, Limited, Birmingham.
May & Padmore, Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Brass Sheets.
Gibb, Alex., Montreal.
Buffalo Mfg. Co., Buffalo, N.Y.
M. & L. Samuel, Benjamin & Co., Toronto.
Brooms.
Boeckh Bros. Co., Ltd., Toronto.
Thos. Bryan, Ltd.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton.
Brushes.
International Distributing Co., Montreal.
Boeckh Bros. Co. Ltd., Toronto.
Stevens-Hepner Co., Port Elgin,
Thos. Bryan, Ltd.
A. Ramsay & Sons, Montreal.
Walter Woods, Hamilton.
Burners.
Ontario Lantern and Lamp Co. Hamilton, Ont.
Bug Finish.
Alabastine Co., Paris.
Building Paper.
Alex. McArthur & Co., Ltd., Montreal.
Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton.
Cartland, Jas., & Son, Limited,
Caverhill, Learmont & Co., Montreal.
Cote, Boivin & Cie.
Frothingham & Workman, Ltd., Montreal.
Howland, H. S., Sons & Co., Toronto.
Kennedy Hardware Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
May & Padmore, Birmingham, Eng.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Otterville Mfg. Co., Otterville.
Stanley Rule & Level Co., New Britain.
Standard Paint Co.
Taylor-Forbes Co., Guelph, Ont.
T. C. Prouty Co., Ltd., Albion, Mich.
Peterborough Lock Mfg. Co., Peterborough.
Jas. Smart Mfg. Co., Brockville.
Wood, Vallance, Ltd., Winnipeg.
Cabinets.—Screw and Bolt
Cameron & Campbell, Toronto.
Calipers.
J. T. Slocomb, Providence, R.I.
Closets—Indoor.
Ed. Kendrick & Co., Simcoe.
Parker & Whyte, Winnipeg.
Cable Dogs.—Galvanized and Plain.
Star Expansion Bolt Co., New York.
Cans.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
Thos. Davidson Mfg. Co., Montreal.
Acme Can Co., Montreal.
Canada Plates.
A. C. Leslie & Co., Ltd., Montreal.
J. H. Roper, Montreal.
Carpet Sweepers.
Bissell Carpet Sweeped Co.
Carriage Heaters.
Chicago Flexible Shaft Co.
Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.
Carriers—Cash and Parcels.
Gipe Carrier Co., Toronto.
Cash Registers.
National Cash Register Co., Toronto.
Castings.
Belleville Hdwe & Lock Mfg. Co., Belleville.
S. Cheney & Son, Manlius, N.Y.
P. Kyle, Merrickville.
Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls, Ont.
Cement.
Canada Cement Co.
B. & S. H. Thompson & Co., Ltd., Montreal.
Chain.
Alex. Gibb, Montreal.
McKinnon Chain Co., Buffalo, N.Y.
Oneida Community.
J. H. Roper, Montreal.
Standard Chain Co.
Cheese Presses.
James & Reid, Perth, Ont.
Cherry Stoners.
Enterprise Mfg. Co., Philadelphia, Pa.
Chisels.
Allan Hills Edge Tool Co., Galt.
Churns.
Connor, J. H. & Sons, Ottawa, Ont.
Cummer, Dowswell Co., Ltd., Hamilton.
Maxwell, David & Sons, St. Mary's, Ont.
Walter Woods, Hamilton.
Cleaners.
Snap Co., Ltd., Montreal.
Cleaners.—Silver.
Household Convenience Co., Toronto.
A. A. Shute, Fredericton, N.B.
Clocks.
Lewis Newmark, Montreal.
Western Clock Mfg. Co., La Salle, Ill.
Clothes Dryers.
Cummer-Dowswell Co., Ltd., Hamilton.
Clothes Pins.
Wm. Cane & Sons Co., Newmarket.
Clothes Reels and Lines.
Cummer, Dowswell Co., Hamilton.
Hamilton Cotton Co., Hamilton.
Coal—Tar and Pitch.
Alex. McArthur & Co. Montreal.
Coal Chutes.
The Down Draft Furnace Co., Galt.
Cold Rolled Strip Steel.
The Morris & Bailey Steel Co., Pittsburg, Pa.
Cold Rolled Plate.
Morris & Bailey Steel Co., Pittsburg, Pa.
Coffee Mills.
Enterprise Mfg. Co., Philadelphia, Pa.
Coffee Percolators.
Buffalo Mfg. Co., Buffalo, N.Y.
Concrete Reinforcement.
Canada Wire Goods Mfg. Co., Hamilton.
Steel & Radiation, Ltd., Toronto.
Conductor Pipe.
E. T. Wright & Co., Hamilton.
Wheeler & Bain, Toronto.
Buffalo Mfg. Co., Buffalo, N.Y.
Copper Sheets.
Booth-Coulter Copper & Brass Co., Toronto.
Gibb, Alex., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.
Corn Planters.
Otterville Mfg. Co., Otterville.
Corrugated Iron.
The Galt Art Metal Co., Galt, Ont.
A. C. Leslie & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
McFarlane & Douglas, Ottawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Cordage.
Brantford Cordage Co., Brantford.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Crates.—Egg.
Walter Woods & Co., Hamilton.
Cummer, Dowswell, Ltd., Hamilton.
Creosote Oil.
Wilckes Martin Wilckes, New York.
Crockery.
Belleville Pottery Co., Belleville.
Crow Bars.
Iron City Tool Works, Ltd., Pittsburgh, Pa.
Cultivators.
Bailey Underwood Co., New Glasgow, N.S.
Curry Combs.
Burrow, Stewart & Milne, Hamilton.
Eclipse Mfg. Co., Ottawa.
Cupboard Turns & Catches.
Belleville Hdwe. & Lock Mfg. Co., Belleville.
Cutlery.—Razors, Scissors, etc.
Belleville Hdw. & Lock Mfg. Co., Belleville.
Boker, Henry.
Caverhill, Learmont & Co., Montreal.
Cote, Boivin & Cie.
Crookes, Jonathan & Son, Sheffield.
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas. & Co., Montreal.
Kennedy Hdwe. Co., Toronto.
Lewis Bros., Montreal.
Meriden Britannia Co., Hamilton.
McGlashan Clarke Co., Niagara Falls.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Rogers, Henry.
Standard Silver Co., Toronto.
Scott, Frank H., Montreal.
Toronto Silver Plate Co., Toronto.
J. Wiss & Sons, Co., Newark, N. J.
Wood, Vallance, Ltd., Winnipeg.
Door Bells — Rotary Door Catches.
Hardware Supply Co., Grand Rapids, Mich.
Drawer Pulls.-
The Standard Mfg. Co., Shelby, O.
Drills—Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Door Springs.
Chicago Spring Butt Co., Chicago.
Drills.
Gibb, Alex., Montreal.
North Bros.
Whitman & Barnes Mfg. Co., St Catharines.
Goodell-Pratt Co., Greenfield, Mass.
Drive Well Points.
Otterville Mfg. Co., Otterville.
Drop Forgings.
Canadian Billings & Spencer, Welland.
Dump Carts.
Meaford Wheelbarrow Co., Meaford.
Edge Tools.
Allan Hills Edge Tool Co.
James Smart Mfg. Co., Brockville.
Elbows.
E. T. Wright & Co., Hamilton.
Electric Fixtures.
Barton Netting Co., Windsor.
Morrison, James, Mfg. Co., Toronto.
Electrical Supplies.
Standard Paint Co., Montreal.
Enameled Ware.
Davidson, Thos., Mfg. Co., Montreal.
Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.

Ernest Stevens, Ltd., Cradley Heath, Eng.

Engine Supplies, Etc.
James Morrison Brass Mfg. Co.
Penberthy Injector Co., Windsor, Ont.

Eavetroughs.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Wheeler & Bain, Toronto.
E. T. Wright & Co., Hamilton.

Feed Cookers.
James & Reid, Perth, Ont.

Felt Sheathing.
Brantford Roofing Co., Brantford.
Standard Paint Co., Montreal.

Fencing—Woven Wire.
Great West Wire Fence Co., Winnipeg.
Owen Sound Wire Fence Co., Owen Sound.
The Steel Co., of Canada, Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Filters.
Anti-Splash Filter Co., Owen Sound, Ont.
Belleville Pottery Co., Belleville.
S. F. Bowser & Co., Fort Wayne, Ind.

Fire Irons.
Chas. Lindsay, Glasgow.

Fire Extinguishers.
The Valor Co., Ltd., Birmingham.

Fire Escapes.
Dennis Wire & Iron Co., London.

Fishing Tackle.
Lewis Bros.
Horton Mfg. Co., Bristol, Conn.
Frothingham & Workman, Montreal.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.
Griswold Mfg. Co., Erie, Pa.

Forges.
London Foundry Co., London.

Fret Work Outfits.
Hobbies, Ltd., Dereham, Eng.

Furniture Hardware.
Hardware Supply Co., Grand Rapids, Mich.

Furniture Shoes—Sliding.
Onward Mfg. Co., Berlin.

Furnaces—(See Stoves).

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
London Bolt & Hinge Works, London.
U. S. Steel Products Export Co., Montreal.

Galvanized Iron.
Alex. Gibb, Montreal.
A. C. Leslie & Co., Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
U. S. Steel Products Export Co.
B. & S. H. Thompson, Montreal.

Glass.
Consolidated Plate Glass Co., Toronto.
Hobbs Mfg. Co., London.
B. & S. H. Thompson, Montreal.
A. Ramsay & Sons, Montreal.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Cutting Boards.
Lufkin Rule Co., Saginaw, Mich.
A. Ramsay & Sons, Montreal.

Gas Fixtures.
Barton Netting Co., Windsor.
James Morrison Brass Mfg. Co.
MacLaren & Co., Merrickville, Ont.

Glaziers' Diamonds.
Hobbs Mfg. Co., London.
Pelton, Godfrey S.
A. Ramsay & Sons, Montreal.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Grates.
Barton Netting Co., Windsor.
Canada Glue Co., Brantford, Ont.
Grove Chemical Co., Appley Bridge, Eng.

Go-Carts—Children's.
Gendron Mfg. Co., Toronto.

Grinders.
E. L. Starr Mfg. Co., Milwaukee, Wis.

Grindstones.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Guns.
Dorken Bros. & Co., Montreal.
Marble Safety Axe Co., Gladstone, Mich.
Marlin Firearms Co., New Haven, Conn.
Ross Rifle Co., Quebec.
Tobin Arms & Mfg Co., Woodstock.
Standard Arms Co., Wilmington, Del.

Gun Implements.
Marble Safety Axe Co., Gladstone, Mich.

Gypsum Products.
Manitoba Gypsum Co., Winnipeg.

Hand Drilling Machines.
Jardine, A B., & Co., Preston.

Hack Saws.
Simonds Canada Saw Co., Ltd., Montreal.

Harrows.
Cowan, Estate of O. D., Gananoque.

Heaters.—Carriage and Automobiles.
Chicago Flexible Shaft Co., Chicago.

Hinges.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co.
Cowan & Britton.
Eclipse Mfg. Co., Ottawa.
London Bolt & Hinge Works, London.
May & Padmore, Birmingham.
Standard Mfg. Co., Shelby, O.
T. C. Prouty Co., Ltd., Albion, Mich.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hammers.
Iron City Tool Works, Ltd., Pittsburg, Pa.
Whitman & Barnes Mfg. Co., Akron, O.

Hammocks.
The I. E. Palmer Co., Middletown, Conn.

Handles.
J. H. Still Mfg. Co., St. Thomas.
Rex Companies, Boston, Mass.

Handles—Pail.
Rex Companies, Boston, Mass.
St. Mary's Wood Specialty Co., St. Mary's.

Hangers.
Bridgeport Hdwe. Co., Bridgeport, Conn.
F. E. Myers & Bro., Ashland, O.
Canada Steel Goods Co., Hamilton.
T. C. Prouty Co., Ltd., Albion, Mich.
Standard Mfg. Co., Shelby, O.
Taylor-Forbes Co., Guelph.

Hinges, Butt.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago.

Hinges, Screen Door.
Chicago Spring Butt Co.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Phoenix Mfg. Co., Milwaukee, Wis.

Hooks—Coat and Hat.
Belleville Hdwe. & Lock Mfg. Co., Belleville.
James & Reid, Perth, Ont.
Parker Wire Goods Co., Worcester, Mass.

Horse Clipping Machines.
Chicago Flexible Shaft Co.
Thompson, B. & S. H., Montreal.
Reliable Electric Co., Chicago.

Horse Covers.
Raymond Bros., London.

Horse Pokes.
J. H. Still Manfg. Co., St. Thomas.

Horseshoes and Nails.
Capewell Horse Nail Co., Toronto.
Steel Company of Canada, Hamilton.

Hotel and Restaurant Supplies.
Ulrich & Co., Buffalo, N. Y.

Ice Cream Freezers.
Collins Mfg. Co., Toronto.
North Bros. Mfg. Co., Philadelphia.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron.
M. & L. Samuel, Benjamin Co., Toronto.
Caverhill Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
H. S. Howland, Sons & Co., Toronto.

Jellstone.
Alabastine Co., Paris, Ont.
Muralo Co., New Brighton, New York.
Benjamin Moore & Co.

Kalsomine.
A. Ramsay & Sons, Montreal.
Alabastine Co., The, Paris, Ont.
Muralo Co., New Brighton, New York.
Moore, Benjamin Co., Toronto.

Knives.
Marble Safety Axe Co., Gladstone, Mich.

Knife Sharpeners.
Carborundum Co., Niagara Falls.

Ladders.
Aylmer Pump & Scale Co., Aylmer.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.
Otterville Mfg. Co., Otterville.
Stratford Mfg. Co., Stratford.

Lamp Black.
Wilckes Martin Wilckes, New York, N.Y.
L. Martin Co., New York, N.Y.

Lamps.
MacLaren & Co., Merrickville.
Ontario Lantern & Lamp Co.
Queen City Oil Co., Toronto.

Lanterns.
Davidson, Thos., Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
Wright, E. T., & Co., Hamilton.

Latches, Cylinder Night.
Belleville Hdwe. & Lock Mfg. Co., Belleville.

Lawn Fencing.
Owen Sound Wire Fence Co., Owen Sound.

Lawn Mowers.
Maxwell, D. & Sons, St. Mary's Ont.
Smart, Jas., Mfg. Co., Brockville, Ont
Taylor-Forbes Co., Guelph.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Rollers.
London Foundry Co., London.
James & Reid, Perth.

Lawn Sprinklers.
Hardware Supply Co., Grand Rapids, Mich.

Lawn Swings.
Stratford Mfg. Co., Ltd., Stratford.

Lead Pipe.
Canada Metal Co., Toronto.
The Steel Co. of Canada, Hamilton.

Letter Files.
Eclipse Mfg. Co., Ottawa.

Levels.
Stanley Rule & Level Co., New Britain, Conn.
Henry Disston & Sons, Philadelphia.

Lighting Systems.
Blaugas Co. of Canada, Montreal.
MacLaren & Co., Merrickville.
Allen Sparks Gas Light Co..

Linseed Oil.
Canada Paint Co., Montreal,
Sherwin Williams Co., Cleveland, Ohio.

Lockers.
Canada Wire Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Works, London.

Lumbering Tools.
Allan Hills Edge Tool Co. ..
Pink, Thos., & Co., Pembroke, Ont.

Lye.
Gillett, E. W., Co., Toronto.

Manufacturers' Agents.
McIntosh, H. F. & Co., Toronto.
Gibb, Alexander, Montreal.
Western Distributors, Saskatoon, Sask.
Whitelock & Marlatt, Moosejaw.

Mangles.
Taylor-Forbes, Guelph.

Mantels.
The Barton Netting Co., Windsor.
The Winnipeg Paint and Glass Co., Winnipeg.

Match Boxes.
Marble Safety Axe Co., Gladstone, Mich.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal.
Gibb, Alexander, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
Thompson, B. & S. H. & Co., Montreal.
Wood, Vallance Ltd., Winnipeg.

Metal Shingles, Siding, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
McFarlane & Douglas, Ottawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Store Fronts.
Hobbs Mfg. Co., London.
Dennis Wire & Iron Co., London.

Metal Polish, Emery Cloth, etc.
Oakey, John & Sons, London, Eng.
Ulrich & Co., Buffalo, N. Y.

Mitre Boxes.
Stanley Rule & Level Co., New Britain, Conn.

Mop Cloths—Knitted.
Tarbon Bros., Toronto.

Mop Sticks, Common Floor.
Tarbox Bros., Toronto.

Mops, Self-Wringing.
Tarbox Bros., Toronto.
Dana Mfg. Co., Cincinnati, O.
White Mop Wringer Co., Faltonville, N.Y.

Nail Pullers
Bridgeport Hardware Mfg. Corp. Bridgeport, Conn.
Chas. Morrill, New York.

Nail Sets.
Ford Auger Bit Co., Holyoke, Mass.

Nails, Horse.
TheCapewell Horse Nail Co., Toronto.
The Steel Co. of Canada, Hamilton.

Nails, Wire.
H. S. Howland Sons & Co., Ltd., Toronto.
Laidlaw Bale Tie Co., Hamilton.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.
United States Steel Products Export Co., Montreal.

Name Plates.
Mayo-Brown Mfg. Co., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.

Sheet Metal Products Company, Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.

Oil Tanks.
Bowser, S. F., & Co. Toronto.

Ornamental Iron and Wire.
Dennis Wire Iron Co., London, Ont.
Canadian Wire Goods Mfg. Co., Hamilton.
Canada Foundry Co., Toronto.

Paints, Oils, Varnishes, Glass.
J. H. Ashdown Hdwe. Co., Winnipeg.
W. T. Bigsby & Son, London, Eng.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Toronto.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa.
Pinchin, Johnson & Co., Toronto.
Pratt & Lambert, Buffalo.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint Co., of Canada, Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
Martin-Senour Co., Motnreal.
Winnipeg Paint and Glass Co., Winnipeg.

Paint and Varnish Remover.
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Pig Iron.
Steel Co. of Canada, Hamilton.
M. & L. Samuel Benjamin & Co., Toronto.

Planes.
Stanley Rule & Level Co.

Plaster of Paris.
Manitoba Gypsum Co., Ltd., Winnipeg.
The Alabastine Co., Paris.

Plate Washers.
London Rolling Mills Co., London.

Plow Points.
Star Mfg. Co., Carpentersville, Ill.

Pliers.
Boker, Henry.
Can. Billings & Spencer Co., Welland.

Plows.
Erie Iron Works, Ltd., St. Thomas.

Post Hole Augers.
Erie Iron Works, Ltd., St. Thomas.
Fenn Mfg. Co., Charlotte, Mich.
Ford Auger Bit Co., Holyoke, Mass.
Otterville Mfg. Co., Otterville, Ont.

Pottery.
Belleville Pottery Co., Belleville.

Pruning Shears.
Internaitonal Tool Co., Detroit.
Rhodes Mfg. Co., Grand Rapids, Mich.
J. H. Ashdown Hdwe Co., Winnipeg.

Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps—Self-Measuring.
S. F. Bowser & Co., Fort Wayne, Ind.

Radiator Brushes.
Tarbox Bros., Toronto.

Railway Supplies.
Caverhill, Learmont & Co.
Nova Scotia Steel & Coal Co., Sydney, N. S.

Range Boilers.
Davidson, Thos., Mfg. Co., Montreal.

Raisin Seeders.
Enterprise Mfg. Co., Philadelphia, Pa.

Rakes, Lawn.
Erie Iron Works, Ltd., St. Thomas.
J. H. Still Mfg. Co., St. Thomas.

Ratchet Screw Drivers.
North Bros., Philadelphia.

Razors.
W. H. Compton Shear Co., Newark, N. J.
Johnthan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Gillette Safety Razor Co., Montreal.
Hutton, Jas. & Co., Montreal.
The Mab Co., Birmingham.
Macfarlane, A. & Co., Montreal.
Wiss, J., & Sons Co., Newark, N. J.
Rodgers, Jos. & Sons, Sheffield.
Rodgers, Henry & Sons, Sheffield.
W. R. Humphreys & Co., Ltd., Sheffield.

Razor Strops.
Carborundum Co., Niagara Falls, N. Y.
Wiss, J. & Sons Co., New-J.

Refrigerators.
Lewis Bros., Montreal.
Sanderson, Harold Co., Paris.
Jas. Smart Mfg. Co., Brockville.
Barnet Mfg. Co., Renfrew.

Rivets.
Parmenter & Bulloch Co., Gananoque.
London Bolt & Hinge Works, London.
P. L. Robertson Mfg. Co., Milton.
The Steel Co. of Canada, Hamilton.

Roofing (Prepared.)
Brantford Roofing Co., Brantford.
Standard Paint Co., of Canada.
Barber Asphalt Co., Philadelphia.
Barret Mfg. Co., New York.
H. S. Howland, Sons & Co, Ltd., Toronto.
Alex. McArthur & Co., Montreal.

Rope.
Brantford Cordage Co., Brantford.
Consumers Cordage Co., Montreal.

Rubber Goods.
Gutta Percha & Rubber Co., Toronto.

Sack Holders.
Richard Simon & Sons, Nottingham, Eng.

Scrapers.
Meaford Wheelbarrow Co., Meaford.

Sad Irons.
Enterprise Mfg. Co., Philadelphia, Pa.
Ideal Sad Iron Co., Cleveland, O.
Taylor-Forbes, Guelph.
Jas. Smart Mfg. Co., Brockville, Ont.

Sash Fasteners.
Belleville Hdwe. & Lock Mfg. Co., Belleville, Ont.

Safety Razors.
Johnathan Crookes & Co., Sheffield.
Gillette Safety Razor Co., Montreal.
International Distributing Co., Montreal.
The Mab Co., Birmingham.
W. R. Humphreys & Co., Sheffield.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Simonds Mfg. Co., Fitchburg, Mass.
Simonds Canada Saw Co., Montreal.
Shurly & Dietrich, Galt.
Spear & Jackson, Sheffield.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Frothingham & Workman, Montreal.
American Cutlery Co., Chicago.

Scoops.
Eclipse Mfg. Co., Ottawa.
Lundy Shovel & Tool Co., Peterboro.

Screws, Nuts, Bolts.
P. L. Robertson Mfg. Co., Milton.
The Steel Co., of Canada, Hamilton.

Scythe Snaths.
Fenn Mfg. Co., Charlotte, Mich.

Shades (Electric.)
Ontario Lantern & Lamp Co., Hamilton.

Sham Holders.
Tarbox Bros., Toronto.

Shears, Scissors.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Compton Shear Co., Newark, N. J.
Heinisch's, R., Sons, Co., Newark, N. J.
T. Wiss & Sons Co., Newark, N. J.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelving.
Cameron & Campbell, Toronto.

Sheep Shearing Machines.
Chicago Flexible Shaft, Chicago.

Shovels and Spades.
Eclipse Mfg. Co., Ottawa.
Erie Iron Works, Ltd., St. Thomas.
Frothingham & Workman, Montreal.
Canada Steel Goods Co., Hamilton.
Lundy Shovel & Tool Co., Peterboro.

Sifters (Flour.)
J. L. Clark Mfg. Co., Rockford, Ill.

Silver Cleaner.
Household Convenience Co., Toronto.
A. A. Shute, Fredericton.

Silverware.
Caverhill, Learmont & Co.
Oneida Community, Ltd., Niagara Falls, Ont.
McGlashan, Clarke Co., Niagara Falls, Ont.
Scott, Frank H., Montreal.
Standard Silver Co., Toronto.
Toronto Silver Plate Co., Toronto.
Meriden Britannia Co., Hamilton.

Sink Strainers.
Andrews Wire Works of Canada, Ltd., Watford.

Skates.
Dorken Bros. & Co., Montreal.

Sleighs—Children's.
Gendron Mfg. Co., Toronto.
James & Reid, Perth.

Solder.
Canada Metal Co., Toronto.

Sporting Goods.
J. H. Ashdown Hdwe. Co., Winnipeg.
H. S. Howland, Sons & Co.
Caverhill, Learmont Co., Montreal.
Lewis Bros., Montreal.
Bregent, A. E., Montreal.
Kennedy Hdwe. Co., Toronto.
Wood, Vallance, Ltd., Winnipeg.

Soldering Compound.
Auto Controller Co., London, Eng.

Sprayers.
Cavers Bros., Galt, Ont.
Collins Mfg. Co., The.
Davidson, Thos., Mfg. Co., Montreal.
Spramotor Co., The, London.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
Wright & Co., E. T., Hamilton.

Staples—Fence.
Great West Wire Fence Co., Winnipeg.
Laidlaw Bale Tie Co., Hamilton.

Steam Specialties.
Jas. Morrison Brass Mfg. Co., Toronto.

Steel—Cold Rolled Strip.
Canada Steel Goods Co., Hamilton.
Morris & Bailey Steel Co., Pittsburg, Pa.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U. S. Steel Products Co., Montreal.

Steel Shapes.
Star Mfg. Co., Carpentersville, Illinois.

Steel Sheets.
Leslie, A. C., & Co., Montreal.
Samuel, Benjamin & Co., M. & L., Toronto.

Steel Stamps.
Mayo-Brown Mfg. Co., Hamilton.

Stoneware.
Belleville Pottery Co., Belleville.

Stoppers—Flue.
Andrews Wire Works of Canada, Ltd., Watford.
J. L. Clark Mfg. Co., Rockford, Ill.

Store Fixtures.
Cameron & Campbell, Toronto.

Stoves, Furnaces.
Ashdown Hdwe. Co., Winnipeg.
Burrow, Stewart & Milne Co., Hamilton.
Copp, W. J., Son & Co., Fort William, Ont.
Canadian Heating & Veltilating Co., Owen Sound.
Davidson, Thos., Mfg. Co., Montreal.
Down Draft Furnace Co.
Findlay Bros., Carleton Place.
McClary's, London, Ont.
D. Moore Co., Hamilton.
London Warming & Ventilating Co., London, Eng.
Merrick-Anderson, Winnipeg.
Pease Foundry Co., Toronto.
Smart, Jas., Mfg. Co., Ltd., Brockville, Ont.
Stewart, James, Mfg. Co., Woodstock.
Percival Plow & Stove Co., Merrickville.
Waldon Co., Winnipeg.

Taps.
Jardine, A. B., & Co.

Stove Pipe Collars.
J. L. Clark Mfg. Co., Rockford, Illinois.

Stropping Machines.
International Distributing Co., Montreal.

Squares and Levels.
Disston, Henry, & Sons, Philadelphia.
Stanley Rule & Level Co., New Britain.

Tacks.
The Steel Co. of Canada, Ltd., Hamilton.
U. S. Steel Products Export Co., Montreal.

Tanks—Self-measuring.
Bowser, S. F., & Co., Toronto.

Tank Lugs.
Otterville Mfg. Co., Otterville.

Tapes.
Lufkin Rule Co., Windsor, Ont.
Chesterman, Jas., & Co., Sheffield, Eng.
Scott, Frank H., Montreal.

Tarred Felt.
Alex. McArthur & Co., Montreal

Tents.
Raymond Bros., London.

Tin Plate.
Leslie, A. C., & Co., Montreal.
J. H. Roper, Montreal.
McClary Mfg. Co., London, Ont.
Thompson, B. & S. H., Montreal.
Samuel, Benjamin, M. & L., Co.
U. S. Steel Products Export Co.
Sheel Metal Products Co., Toronto, Montreal, Winnipeg.

Thimbles.
Collins Mfg. Co.
Metal Shingle & Siding Co., Preston.

Toasters.
Andrews Wire Works of Canada, Ltd., Watford.
J. L. Clark Mfg. Co., Rockford, Illinois.
Collins Mfg. Co.
Wright, E. T., & Co., Hamilton.

Tools—All Kinds.
Armstrong Bros. Tool Co., Chicago, Ill.
Caverhill, Learmont & Co., Montreal.
International Tool Co., Detroit.
Frothingham & Workman, Montreal.
Iron City Tool Works, Pittsburg, Pa.
Lundy Shovel & Tool Co., Peterboro.
F. E. Meyers & Bro., Ashland, Ohio.

Tool Holders.
Armstrong Bros. Tool Co., Chicago, Ill.

Traps.
Oneida Community, Ltd., Niagara Falls.

Troughs.
Erie Iron Works, Ltd., St. Thomas.

Tungsten Lamps.
Ontario Lantern & Lamp Co., Hamilton.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
London Foundry Co.
Meaford Wheelbarrow Co.
Pearson, Geo. D., & Co., Montreal.
Watson, John, Mfg. Co., Ayr.

Turnbuckles.
Canadian Billings & Spencer Co., Welland.

Twine.
Consumers' Cordage Co., Montreal.
Walter Woods & Co., Hamilton.

Vacuum Cleaners.
Onward Mfg. Co., Berlin.
Geo. H. King Co., Ltd., Woodstock.

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., & Co., Montreal.

Vises.
Iron City Tool Works, Ltd., Pittsburg.

Waffle Irons.
Griswold Mfg. Co., Erie, Pa.
Taylor-Forbes Co., Guelph.

Wall Coatings.
Alabastine Co., Paris, Ont.
Moore, Benjamin, & Co., Toronto.
The Muralo Co., New Brighton, N.Y.

Wall Paper Display Rack.
Onward Mfg. Co., Berlin.

Washing Machines, Etc.
Aylmer Pump & Scale Co., Aylmer.
Taylor-Forbes Co., Guelph.
Cowan, Estate of O. D., Gananoque.
Connor, J. H., & Son, Ottawa.
Cummer-Dowswell Co., Ltd.
London Foundry Co.
Maxwell, D., & Son, St. Mary's, Ont.

Washers.
Parmenter & Bulloch Co., Ltd., Gananoque.
Steel Co. of Canada, Hamilton.

Water Filters and Coolers.
Buffalo Mfg. Co., Buffalo, N.Y.

Wagons—Children's.
Gendron Mfg. Co., Toronto.
Woodstock Wagon Co., Woodstock.

Watches.
Louis Newmark, Montreal.

Weather Strips.
Hardware Supply Co., Grand Rapids, Mich.

Welding.
Auto Controller Co, London, Eng.
Blaugas Co. of Canada, Montreal.

Wheelbarrows.
Gibb, Alex., Montreal.
London Foundry Co.
Maxwell, David, & Sons, St. Mary's.
Meaford Wheelbarrow Co., Meaford.

Whisks.
Boeckh Bros., Toronto.
Stevens Hepner Co., Port Elgin
Thos. Bryan, London.

Wholesale Hardware.
J. H. Ashdown Hdwe. Co., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Cote, Boivin & Cie.
Frothingham & Workman, Ltd., Montreal.
Howland, H. S., Sons & Co., Toronto.
Kennedy Hardware Co., Toronto.
Lewis Bros. & Co., Montreal.
Thompson, B. & S. H.
Wood, Vallance Co., Winnipeg.

Wire.
Laidlaw Bale Tie Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound.
Great West Wire Fence Co., Winnipeg.
P. L. Robertson Mfg. Co., Milton.
The Steel Co. of Canada, Hamilton.
U. S. Steel Products Co., Montreal.
Greening Wire Co., Hamilton.

Wire Cloth.
Canada Wire Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Hamilton.

Wire Door Mats.
Andrews Wire Works of Canada, Ltd., Watford.

Wire Goods.
Andrews Wire Works of Canada, Ltd., Watford.
Canadian Sales & Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton.
Parker Wire Goods Co., Worcester, Mass.
Steel Co. of Canada, Hamilton.

Wire Fence Stretchers.
Richards, Wilcox Mfg. Co., Aurora, Ill.

Wire Fence.
Great West Wire Fence Co., Winnipeg.
Owen Sound Wire Fence Co., Owen Sound.
Steel Co. of Canada, Hamilton.

Window Fasteners.
Cowan & Britton, Gananoque.
Phoenix Mfg. Co., Milwaukee, Wis.

Wire Rope.
B. Greening Wire Co., Hamilton.

Wire Machinery.
Ed. Brand, Manchester.

Woodenware.
Bryan, Thos., Ltd., London.
Wm. Cane & Sons Co., Newmarket.
Smart, Jas., Mfg. Co., Brockville.
Taylor-Forbes Co., Guelph.
Woods, Walter, & Co., Hamilton.

Wrapping Paper.
Alex. McArthur & Co., Montreal.
New Brunswick Paper & Pulp Co., Toronto.
Walter Woods & Co., Hamilton.

Wrenches.
Canadian Billings & Spencer.
Star Mfg. Co., Carpentersville, Illinois.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers.
Cowan, Estate of O. D., Gananoque.
Cummer, Dowswell, Ltd., Hamilton.
Connor, J. H., & Son, Ltd., Ottawa.
Maxwell, David, & Sons, St. Mary's.

Zinc Sheets.
B. & S. H. Thompson & Co., Ltd., Montreal.

INDEX TO ADVERTISEMENTS

A

Alabastine Company 165
Allan Sparkes Gas Light Co., Inc... 40
Allan Hills Edge Tool Co 183
American Can Co... 205
American Cutlery Co... 218
American Shearer Co... 188
Andrews Wire Works 48
Anti Splash Filter Co... 230
Armstrong Bros. Tool Co... 189
Ashdown, J. H., Hardware Co..... 18
Atkins, E. C. & Co... 219
Atlas Mfg. Co... 189
Auto-Controller Switch Co., The ... 224
Aylmer Pump and Scale Co 217

B

Bailey Underwood Co... 231
Barton Netting Co... 198
Barnet Mfg. Co... 240
Barnett, G. & H. Co..... 73
Belleville Hdw. & Lock Mfg. Co... 15
Belleville Pottery Co... 231
Bird, Robert & Co. 222
Bigsby, W. T., & Sons 216
Blaugas Co. 37
Boeckh Bros. Co., Ltd., The 161
Bosse & Banks 188
Bowser, S. F. & Co., Ltd..... 86
Booth, Coulter Copper & Brass Co. 232
Brandram-Henderson, Ltd... .....
Outside back cover.

Brand, Ed. 232
Brantford Cordage Co., Ltd... 187
Brantford Roofing Co... 246
Bregent, A. E. 52
Bridgeport Hdw. Mfg. Corp..... 185
Brown-Boggs Co., Ltd... 236
Bryan, Thos., Ltd... 218
Buffalo Mfg. Co... 217
Burman's Clippers 54
Burrow, Stewart & Milne Co., Ltd... ....66—67

C

Cameron & Campbell 234-189
Canada Cement Co., The 213
Canada Foundry Co... 190
Canada Metal Co... 188
Canada Paint Co., Ltd... 162
Canada Steel Goods Co... 53
Canada Wire Goods Mfg. Co..... 14
Canadian Billings & Spencer 38
Canadian Copper Co... 182
Canadian Sales & Mfg. Co..... 189
Canadian Hart Wheels 188
Canadian Heating and Ventilating ... 68
Canadian Supply Co... 215
Cane, Wm., Sons & Co., The 79
Carborundum Co., The 83
Cartland, Jas. & Son... 222
Cavers Bros... 191
Capewell Horse Nail Co... 77
Caverhill, Learmont & Co... 4
Chance Bros... 222

Cheney, S., & Son 188
Chicago Flexible Shaft Co..... 31
Chicago Spring Butt Co... 21
Clark, J. L., Mfg. Co. 181
Collins Mfg. Co..... 204-188
Compton, W. H., Shear Co. 201
Cote, Boivin & Cie 190
Connor, J. H., & Son 177
Copp, W. J., Sons & Co. 85
Consumers Cordage Co... 17
Consolidated Plate Glass Co 164
Cowan & Britton 33
Crookes, Jonathan & Son... 191
Cowan, Estate of O. D. 231
Cummer, Dowswell, Ltd... 12

D

Dana Mfg. Co... 218
Davidson, Thos., Mfg. Co..... 75
Dennis Wire & Iron Co... 230
Directory of Manufacturers 188-189
Disston, Henry & Sons, Inc..... 168
Dominion Cartridge Co..... 179
Dominion Roofing Co., Ltd., The... 192
Dorken Bros... 45-190
Dougall Varnish Co... 161
Down Draft Furnace Co., Ltd..... 80

E

El Starr Mfg. Co... 200
Enterprise Mfg. Co., of Pa..... 219
Eclipse Mfg. Co... 28
Erie Iron Works 206

F
Fenn Mfg. Co... 217
Findlay Bros... 64-65
Ford Auger Bit Co... ... 230
Frothingham & Workman, Ltd... 2
Frye, F. M., & Co. ... 187
G
Gendron Mfg. Co... 192
Gibb, Alexander 72-174-188
Gilbertson, W. & Co... ... 72
Gillett, E. W., Co., Ltd... 169
Gillette Safety Razor Co., of Canada, Ltd... 10
Glidden Varnish Co., The ... 166
Goodell, Pratt Co. ... 182
Goodhue, J. L., & Co. ... 190
Great West Wire Fence Co... ... 56
Greening, B., Wire Co... ... 26
Grove Chemical Co... ... 191
Guelph Spring and Axle Co... 189
Gutta Percha & Rubber Mfg. Co... 32
H
Harrington's Ltd... 187
Hardware Supply Co., Ltd 186
Harris, J. W., Co... 208
Heinisch's, R., Sons Co... ... 185
Henderson, J. A. 225
Hobbies, Ltd... 227
Hobbs Mfg. Co... 171
Household Convenience, The, Co... 24
Howland, H. S., Sons & Co... 8-9
Humphreys, W. R. & Co., Ltd... 223
Hutton, Jas. & Co... 224-232
I
Ideal Sad Iron Co... ... 213
Imperial Varnish and Color Co... 165
International Distributing Co... 29
International Tool Co... ... 192
International Varnish Co... 160
Iron City Tool Works, Ltd... ... 56
International Light Co... 197
J
James & Reid 190-188
Jardine, A. B., & Co... 72
Johnson, C. H., & Sons, Ltd... ... 232
K
Kendrick & Co., Ltd... ... 230
Kennedy Hardware Co. ... 1
King, Geo. H. & Co... ... 197
King's Norton Metal Co... ... 226
Kyle, P... 188
L
Laidlaw Bale Tie Co... ... 184
Leslie, A. C. & Co... ...59-60-222-201
Lewis Bros., Ltd 3-5-7-11-192
London Bolt & Hinge Works ... 188
London Foundry Co... ... 213
London Pressed Hinge Co... ... 191
London Rolling Mill Co... ... 182
London Warming & Ventilating Co., Ltd., The 73
Lufkin Rule Co... 185
Lundy Shovel & Tool Co... ... 235
Lysaght, John 190
M
McArthur, Alex., & Co... ... 209
McClary Mfg. Co... 61-62-63
McDougall, R., Co... ... 73
McFarlane & Douglas, Ltd... ... 40
McGlashan-Clarke Co., Ltd... ... 207
McKinnon Chain Co... 214
Mab Co., The 228
MacLaren & Co... 38
Martin Co., The L... ... 213
Manitoba Gypsum Co... ... 205
Martin-Senour Co... 169-175-176
Marble Safety Axe Co. ... 227
Marlin Firearms Co... ... ...
Inside back cover.
Mayo-Brown Mfg. Co., The... ... 188
May & Padmore 229
Maxwell, D., & Sons... 220-221
Meaford Wheelbarrow Co... 199
Merrick-Anderson Co... 57
Meriden Britannia Co. 211-12
Metal Shingle and Siding Co...230-242-3
Metallic Roofing Co... ... 46
Mitchell & Sons, David C... ... 188
Morrill, Chas. 191
Moore, Benjamin, & Co... ... 78
Moore, D. Co... 69
Morris & Bailey Steel Co... ... 184
Morrison, James, Brass Mfg Co... 84
Muralo Co... 19-20
Myers, F. E., & Bro. ... 189
N
Nagle, H., & Co... ... 72
National Cash Register Co... ... 41-2
National Hardware Co. ... 238
Newman, W., & Sons 188
Newmark, Louis... 185
New Brunswick Pulp & Paper Co... 191
Nicholson File Co... 50-51
Norcross, C. S., & Sons ... 224
North Bros. Mfg. Co... ... 237
Nova Scotia Steel & Coal Co... ... 72
Northern Aluminum Co... ... 233
O
Oakey, John & Sons... ... 72
Ontario Lantern & Lamp Co... ... 70
Oneida Community 193-194
Onward Mfg. Co... 25
Ottawa Paint Works 170
Otterville Mfg. Co... 190-231
Owen Sound Wire Fence Co... ... 214
P
Palmer, I. E. Co... ... 47
Parmenter Bullock Co., The ... 195-188
Paterson Mfg. Co... 214
Parker Wire Goods Co... ... 191
Parker, Whyte Co. 228
Pearson, Geo. D. & Co... ... 189
Pease Foundry Co... 72
Penberthy Injector Co 244-245
Percival Plow & Stove Co., Ltd... 81
Peterborough Lock Co... ... 214
Phenix Mfg. Co... 232
Pinchin-Johnson Co. of Canada... ... 159
Pink, Thos... 239
Pratt & Lambert, Inc... ... 172
Prouty, T. C. & Co... ... 30
Q
Queen City Oil Co... 189
R
Rex Companies... 210
Raymond Bros... 187
Ramsay, A., & Son Co... ... 163
Reliable Electric Co... 197
Rhodes Mfg. Co... 72
Richards-Wilcox Mfg. Co... ... 52
Robertson Mfg. Co., Ltd., P. L... 191
Roper, J. H. 195
Royal Polishes Co... 190
Ross Rifle Co... 179
Rogers, Henry & Sons 223-228
S
Samuel, M. & L., Benjamin & Co. 181
Seymour, Henry T., Shear Co ... 241
Sharratt & Newth 189
Shaw, A., & Son... 189
Shurly-Dietrich Co., Ltd... ... 216
Sheet Metal Products Co., Ltd., The 34-5
Simon, Richard & Sons, Ltd. ... 229
Shute, A. A. 190
Simonds Canada Saw Co... 210
Smart, Jas., Mfg. Co... ... 58
Snap Co., Ltd... 186
Sonne, Thos., Sr. 188
Spear & Jackson, Ltd... ... 225
Spramotor Co. 230
Standard Arms Co... 237
Standard Chain Co... ... 184
Standard Mfg. Co... 55
Standard Paint Co... 53
Standard Paint & Varnish Co... 167
Standard Silver Co., Ltd... 22-23
Stanley Rule & Level Co... ... 180
Stanley Mills & Co... 241
Star Mfg. Co... 217
Steel & Radiation, Ltd... ... ...
Inside front cover.
Stevens, Hepner & Co... ... 236
Steel Co. of Canada, Ltd., The... 178
Stewart, Jas., Mfg. Co... 71-184
Still, J. H., Mfg. Co... ... 44
St. Mary's Wood Specialty Co. ... 210
Stratford Mfg. Co... 196
T
Tarbox Bros... 204
Taylor-Forbes Co... 13
Thompson, B. & S. H., & Co...27-54
Tobin Arms Mfg. Co... ... 76
Toronto Plate Glass Imp. Co. ... 39
Trewhella Bros... 188
Trimont Mfg. Co... 200
Toronto Silver Plate Co., Ltd... ... 49
U
Ulrich & Co... 210
U. S. Steel Products Co. ... 173
V
Valor Co., Ltd., The 222
Veness, Geo. C., Mfg. Co. ... 82
W
Waldon Co., The 74
Western Distributors, Ltd... 188
Wiss, J. & Sons... 202-203
Wheeler & Bain... 36
Want Ads... 247
Watson, John, Mfg. Co... 189
Whitlock & Marlatt 188
Western Clock Mfg. Co... ... 43
Western Wire & Nail Co... ... 189
White Mop Wringer Co... ... 186
Whitman & Barnes Mfg. Co... ... 76
Winnipeg Ceiling and Roofing Co... 241
Wilckes Martin Wilckes Co... ... 171
Winnipeg Paint & Glass Co., Ltd... 170
Woods, Walter, Co... 168
Wood, Vallance, Ltd... 6
Wright, E. T. & Co... 16-216
Woodstock Wagon Mfg. Co... ...
Inside back cover.



Made in Canada

Useful in a hundred ways

No present for a boy is at once so acceptable and so useful as a

"BUSTER BROWN"
CHILDREN'S EXPRESS
WAGON

It can be used for many little jobs around store, house or farm, and is wonderfully strongly built to withstand rough usage. The "Buster Brown" Wagon sells at sight and leaves a good margin of profit for the dealer.

Write for prices and terms

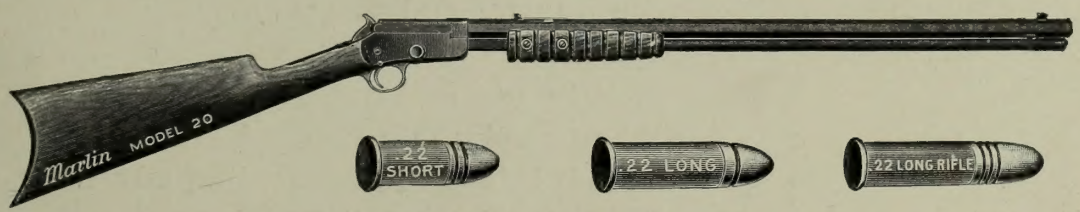
The Woodstock Wagon & Manufacturing Co., Ltd.

WOODSTOCK, ONTARIO

Western Representatives—Jas. Stewart Mfg. Co., Ltd., Winnipeg, Man.

How Many Shots?

Most shooters will buy this gun in preference to any other .22—it is the only pump action repeater that gives 25 shots at one loading.



Marlin Model 20 Full Magazine Repeating Rifle

Similar to the regular Model 20, but has 24-inch, heavier barrel, magazine full length of barrel, and heavier modeled butt-stock of attractive design, making a perfectly balanced repeater. Weight 5 lbs. 2 oz.—enough for any .22 calibre requirements. Other selling points:

The popular, quick handling **trombone action.** The up-to-date construction, having **solid-top** and **side ejector**—safety features characteristic of modern repeating guns. It is a **take-down,** convenient to carry and clean. **Handles all .22 short, .22 long and .22 long-rifle cartridges,** without change in adjustment. Shoots at one loading: 25 .22 short, 20 .22 long or 18 .22 long-rifle.

Price lists, circulars for your distribution, catalogs, display cards, etc., on request.

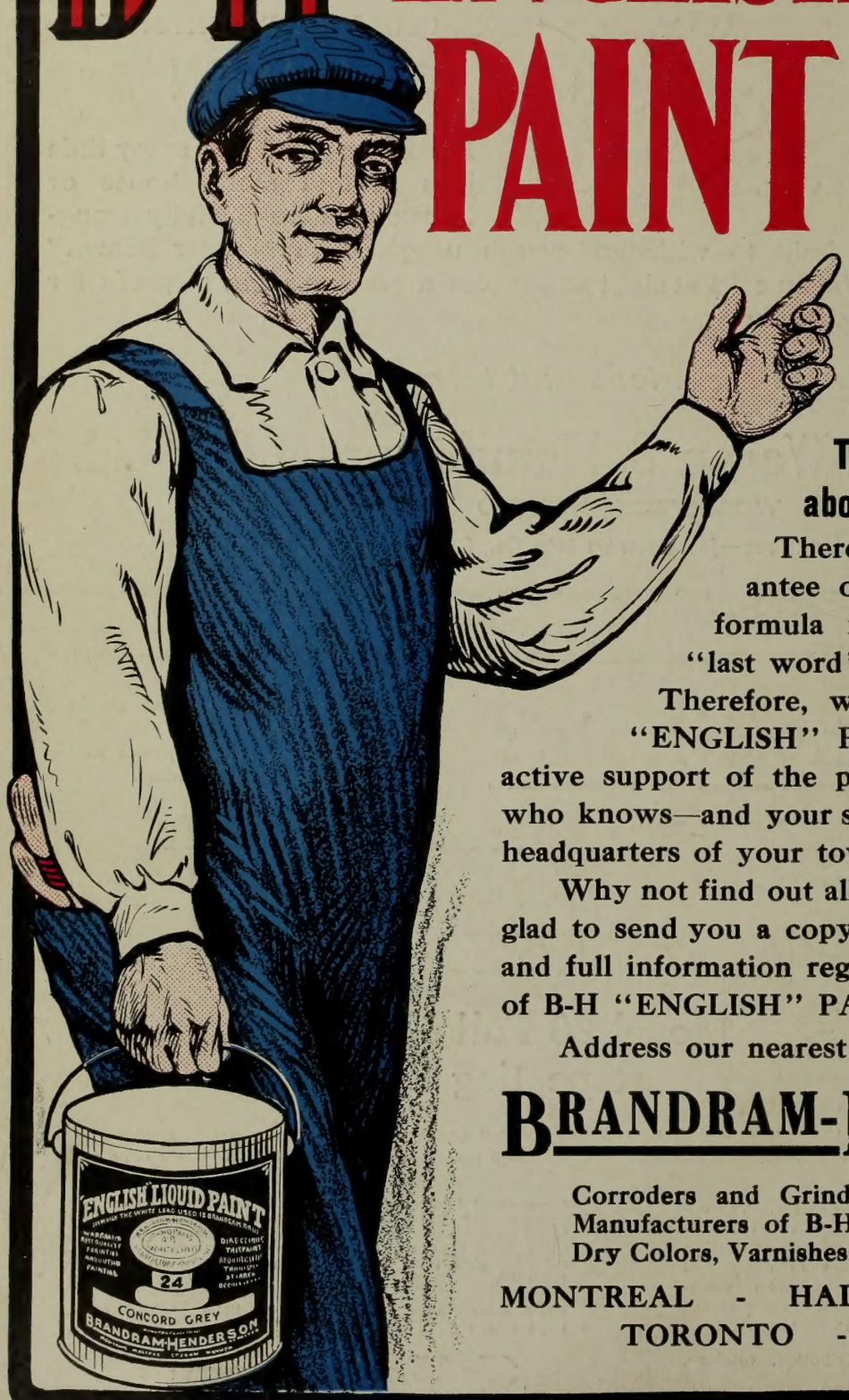
Guaranteed in accuracy and reliability—the same guarantee under which Marlin .22 repeaters handling the three cartridges have made good for 20 years. The **ivory bead** front sight and **adjustable rear** are the best set of sights ever furnished on a .22 pump action repeater.

Price same as regular Model 20. Sells rapidly and pays you a good profit. **Order from your jobber.**

The Marlin Firearms Co.

91 Willow St. **New Haven, Conn.**

B-H "ENGLISH" PAINT



PURE WHITE LEAD 70%

PURE WHITE ZINC 30%

PURE PAINT 100%

There is nothing secret about it.

There is a formula guarantee on every can, and this formula is recognized as the "last word" in Paint quality.

Therefore, when you stock B-H "ENGLISH" PAINT, you have the active support of the practical man—the man who knows—and your store becomes the paint headquarters of your town.

Why not find out all about it? We shall be glad to send you a copy of 1911 B-H Catalogue and full information regarding advertising back of B-H "ENGLISH" PAINT.

Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Corroders and Grinders of White Lead.
Manufacturers of B-H "ENGLISH" Paint,
Dry Colors, Varnishes, Lead Products, Etc.

MONTREAL - HALIFAX - ST. JOHN
TORONTO - WINNIPEG